



THE  
**LARKIN**  
FACTORY TO FAMILY  
**SOAPS**  
AND  
**PREMIUMS**

**\$20.00**

OF  
RETAIL VALUE  
FOR

**\$10.00**

THIRTY DAYS TRIAL  
A PARTIAL LIST OF PREMIUMS.



# **THE LARKIN IDEA:**

**Save all Cost which adds no Value—by  
Direct Dealings from Factory to Family.**

## **THE LARKIN SOAPS PERFUMES AND OTHER PRODUCTS**

*Are famous for their superior quality. The highest modern skill and science are employed in their manufacture. For the past twenty-nine years they have sold entirely on merit. Awarded gold medals wherever exhibited. You will find it economy and a pleasure to use these Soaps.*



**SIX PAN-AMERICAN AWARDS.  
OMAHA AWARD, GOLD MEDAL.  
HIGHEST AWARD WHEREVER EXHIBITED.**

**A Larkin Premium** is the premium given to every direct purchaser of an assortment of the Larkin Soaps to the value of \$10.00 or more. It is the saved profits and expenses of middlemen put into a form for the permanent enjoyment and advantage of Larkin patrons.

**A Certificate Premium** is the premium given to a Regular Customer as a reward for his services in extending the sale of the Larkin Soaps. It is the saved expenses of manufacturers' salesmen and saved cost of advertising and bookkeeping. We employ no agents, and our offers are not intended to attract the services of canvassers. Our offers of Certificate Premiums are open only to Regular Customers and members of their families, who will, by speaking a good word for us, secure—as they very easily can—\$10.00 orders from reliable heads of families among their acquaintances. The premiums given are a practical reward for this pleasant service, and they add to the comfort and attractions of the home.

Every premium is just what we represent it, and equals, in every particular, goods sold in stores at retail prices.

## **Larkin Co.**

ESTABLISHED, 1875.

**FACTORY-TO-FAMILY**

**Soapmakers, Chemists,  
Perfumers, Refiners  
and Importers.**

**Factories, Laboratories and General  
Offices, . . BUFFALO, N. Y.**

**Branch for West-of-the-Mississippi  
Patrons, . . . PEORIA, ILL.**

### **LOCAL BRANCHES:**

49 Barclay St. and } **NEW YORK CITY**  
52, 54 Park Place, }  
19 Eliot St., . . . . **BOSTON**  
2221-31 Arch St., . **PHILADELPHIA**  
820-824 Liberty Ave., . **PITTSBURG**



## IMPORTANT INFORMATION

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**A PRESENT-FOR-CASH.** As a present-for-cash with order, extra Soaps, Toilet Articles, etc., of customer's choice, to the retail value of 50c. will be added to each \$10.00 list.

**1. THIRTY DAYS' TRIAL. MONEY REFUNDED.** The full price paid, including freight charges, will be promptly and cheerfully refunded to any purchaser who, after thirty days' trial, is dissatisfied with our Products or Premiums, and no charge will be made for part used in a reasonable trial.

**3. GOODS ARE SHIPPED** within two days after receipt of the order. Orders are not acknowledged by mail.

**4. WE GUARANTEE THE SAFE ARRIVAL** at a regular freight station of everything we ship. We will adjust all breakages and shortages reported within two days after arrival, accompanied by freight bill endorsed by R. R. Agent with statement of damage existing. If R. R. Co. overcharges you, we will promptly refund you amount overcharged upon receipt of freight bill.

**8. ALL ORDERS OF \$20.00 OR MORE** may, if preferred, be divided in shipments and payment; the Soaps may be shipped in amounts of not less than \$10.00 worth, and the Larkin Premium shipped last.

**12. ORDERS UNDER \$10.00 LESS ADVANTAGEOUS TO PURCHASERS.** Neither the Present-for-cash nor the Certificate Premium is given for an order of less than \$10.00.

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**ORDER-BLANKS AND BOOKLETS** announcing the Larkin Soaps and other Products, showing Premiums offered and terms on which they are shipped, gladly mailed on request. For advertising matter, write on a separate sheet (giving your name and full address), so prompt attention can be given by Advertising Department.

The reason why you, as a user of the Larkin Products, can do us more good in securing new customers than we can ourselves, is that you are personally acquainted with both parties. You know us and our Soaps, etc., and you know your friends and neighbors.



## **HOW REGULAR CUSTOMERS MAY GET CERTIFICATE PREMIUMS**

**FREE FOR RECOMMENDED ORDERS AND CLUB ORDERS.**

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### **CERTIFICATE RULES.**

I. **CERTIFICATE PREMIUMS** are given only for \$10.00 Recommended and Club Orders accompanied by payment. A Certificate Premium is given for each \$10.00 portion that includes a \$10.00 list of Larkin Soaps and other Products.

II. A **REGULAR CUSTOMER** is the head of a family who has purchased direct from us a \$10.00 assortment of Larkin Soaps and other Products.

III. A **NEW CUSTOMER** is the head of a family, who has never been a direct purchaser from us.

IV. A **RECOMMENDED ORDER** is a New Customer's order secured by the recommendation of a Regular Customer and countersigned by him.

V. A **CLUB ORDER** is an order countersigned by a Regular Customer for Larkin Soaps and other Products, all of which have been sold to ten or more families whose names are given in the order.

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### **EXPLANATORY.**

Certificate Premiums are not due to all customers. They are given to Regular Customers only.

Not all kinds of orders merit Certificate Premiums. They are given for two kinds only, defined as Recommended and Club Orders.

A Recommended Order must conform to Rules I., II., III. and IV.

A Club Order must conform to Rules I., II. and V.

Any order for Soaps sold to ten or more friends and neighbors is a Club Order, whether purchasers constitute a Club-of-Ten or not.

We supply printed Order-blanks; their use will best insure Certificate Premiums for orders that embody the required service.



**PRODUCTS OF THE** ***Larkin Co.*** **\$20.00 FOR \$10.00.**

Remember the Larkin Idea makes the cost to you only half these retail prices. You pay only \$10.00 for \$10.00 worth of our Products and a \$10.00 Premium, or for \$20.00 worth of Products.

<b>Sweet Home Family Soap</b> , Gold-Medal winner, per carton of 10 bars,	\$ .50
<b>White Woolen Soap</b> , for flannels, infants' clothes and laces, per bar,	.07
<b>Boraxine Soap Powder</b> , a laundry luxury, per 1-lb. package,	.10
<b>Honor Bright Scouring Soap</b> , to make things bright, per bar,	.05
<b>Larkin Gloss Starch</b> , pure, strong, bright, per 3-lb. carton,	.20
<b>Larkin Ball Blue</b> , makes clothes white, per ¼-lb. box,	.10
<b>Maid o' the Mist Soap</b> , (floating bath) per bar,	.05
<b>Tartan Tar Soap</b> , for mechanics' use, per ½-lb. bar,	.05

<b>Modjeska Toilet Soap</b> , for all toilet purposes, the luxury of luxuries, per ¼ doz. cakes,	.60
<b>Old English Castile Soap</b> , pure, unscented, per ¼ doz. 6-oz. cakes,	.30
<b>Golden Glow Toilet Soap</b> , transparent, per ¼ doz. cakes,	.30
<b>Elite Glycerine Toilet Soap</b> , fragrant, per ¼ doz. cakes,	.25
<b>Creme Oatmeal Toilet Soap</b> , scented, per ¼ doz. cakes,	.25
<b>Larkin Sulphur Soap</b> , scented, antiseptic, per ¼ doz. cakes,	.25
<b>Borated Tar Soap</b> , purifying, per ¼ doz. 6-oz. cakes,	.25
<b>Safeguard Carbolic Soap</b> , antiseptic, curative, per ¼ doz. cakes,	.25
<b>World's Work Toilet Soap</b> , for Toilers, per 1-6 doz. cakes,	.10
<b>Larkin Witch Hazel Shaving Stick or Tablet</b> ,	.10

<b>Modjeska Bouquet Perfume</b> , delicate, refined, lasting, per 1-oz. bottle,	.35
<b>Modjeska Carnation, Heliotrope, Rose or Violet Perfume</b> , per 1-oz. bottle,	.50
<b>Modjeska Eau de Cologne</b> , per 4-oz. bottle,	.50
<b>Modjeska Violet or Lavender Toilet Water</b> , per 4-oz. bottle,	.50
<b>Sachet Powder, Carnation Pink, Heliotrope, Rose or Violet</b> , per pkg., 10c.; per 1-oz. box,	.25

<b>Lavender Smelling Salts</b> , refreshing, revivifying, per 2-oz. bottle,	.25
<b>Modjeska Cold Cream</b> , a soothing, healing demulcent, per 2-oz. jar,	.25
<b>Modjeska Derma Balm</b> , a cooling, quickly absorbed lotion, per 3-oz. bottle,	.25
<b>Larkin Petroleum Jelly</b> , finest petrolatum, per 4-oz. jar,	.10
<b>Genuine Bay Rum</b> , finest West India product, per 4-oz. bottle,	.25
<b>Larkin Witch Hazel Extract</b> , double distilled, highest quality; full pint,	.30
<b>Larkin Liquid Dentifrice</b> , cleanses the teeth, per 2-oz. bottle,	.25
<b>Larkin Tooth Powder</b> , an antiseptic dentifrice, per 2-oz. bottle,	.20
<b>Modjeska Talcum Powder</b> , purified, refined, antiseptic, per 3-oz. box,	.15
<b>Chemically Pure Glycerine</b> , per 2-oz. bottle, 10c.; per 6-oz. bottle,	.25
<b>Larkin Rosewater and Glycerine</b> , finest Rosewater and Chemically Pure Glycerine, per 2-oz. bottle,	.15
<b>Larkin Vanilla Flavoring Extract</b> , pure, rich, delicate, strong, per 2-oz. bottle,	.30
<b>Larkin Flavoring Extracts, Lemon, Orange, Almond, Rose, Wintergreen or Celery</b> , absolutely pure, per 2-oz. bottle,	.25
<b>Larkin Essences, Peppermint or Jamaica Ginger</b> , pure and whole-some, per 2-oz. bottle,	.25
<b>Puritan Pure Chocolate</b> , sweetened, for confection or beverage, per ¼-lb. cake,	.10
<b>Puritan Pure Chocolate</b> , unsweetened, richest and best, per ½-lb. cake,	.25
<b>Puritan Pure Cocoa</b> , delicious and nutritious, per ½-lb. can,	.30

<b>Jet Neatsfoot Oil Harness Soap</b> , best and cheapest, per bar,	.10
<b>Sulpho-Tobacco Soap</b> , Insecticide, 3-oz. cake, 10c.; 8-oz. cake,	.20
<b>Larkin Shoe Polish, Black or Russet</b> , water-proof paste, per box,	.10
<b>Larkin Silver Polish</b> , quick, thorough, lasting, per 3-oz. box,	.05
<b>Larkin Liquid Stove Polish</b> , easiest, most permanent, per 8-oz. can,	.10
<b>Larkin Parlor Matches</b> , long splints, per pkg. 3 boxes, 500's,	.15
<b>Vulcan Safety Matches</b> , light only on box, per pkg. 12 boxes,	.10



**THESE WATCHES** have the reliable and guaranteed SETH THOMAS SEVEN-JEWEL MOVEMENT, beautifully damaskeened in gold and nickel. Patent safety pinion, cut compensation balance wheel. Stem wind and set. Patent Breguet hairspring, which improves time-keeping and prevents movement running fast when Watch receives a hard jar. Adjusted to heat, cold and all positions. Porcelain-enamel dial, black Arabic numerals on all Open-face Watches; Roman numerals on Hunting-case Watches; marginal figures.

All cases have Geneva antique pendant and bow, and are fitted with fine ground lintelle crystal.

### Lady's Gold-Filled Watches.

**HUNTING-CASE No. 313.** Given for eight Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$13.00; or free with \$16.00 worth.

Case is 14-K. Gold-filled, guaranteed to wear like solid gold for twenty years. Choice of hand-engraved, as shown, or plain polished, or engine-turned case. Size 6. Very thin. Dial has second-hand.

**OPEN-FACE No. 6.** Given for seven Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$12.00; or free with \$14.00 worth.

Same watch as No. 313 except that it has smaller dial and no second-hand.

### Man's Gold-Filled Watches.

**OPEN-FACE No. 458.** Given for seven Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$12.00; or free with \$14.00 worth.

Case is 14-K. Gold-filled, guaranteed to wear like solid gold for twenty years. Screw front and back. Choice of hand-engraved, plain polished, or engine-turned. New size 16 (thin). Dial has second-hand.

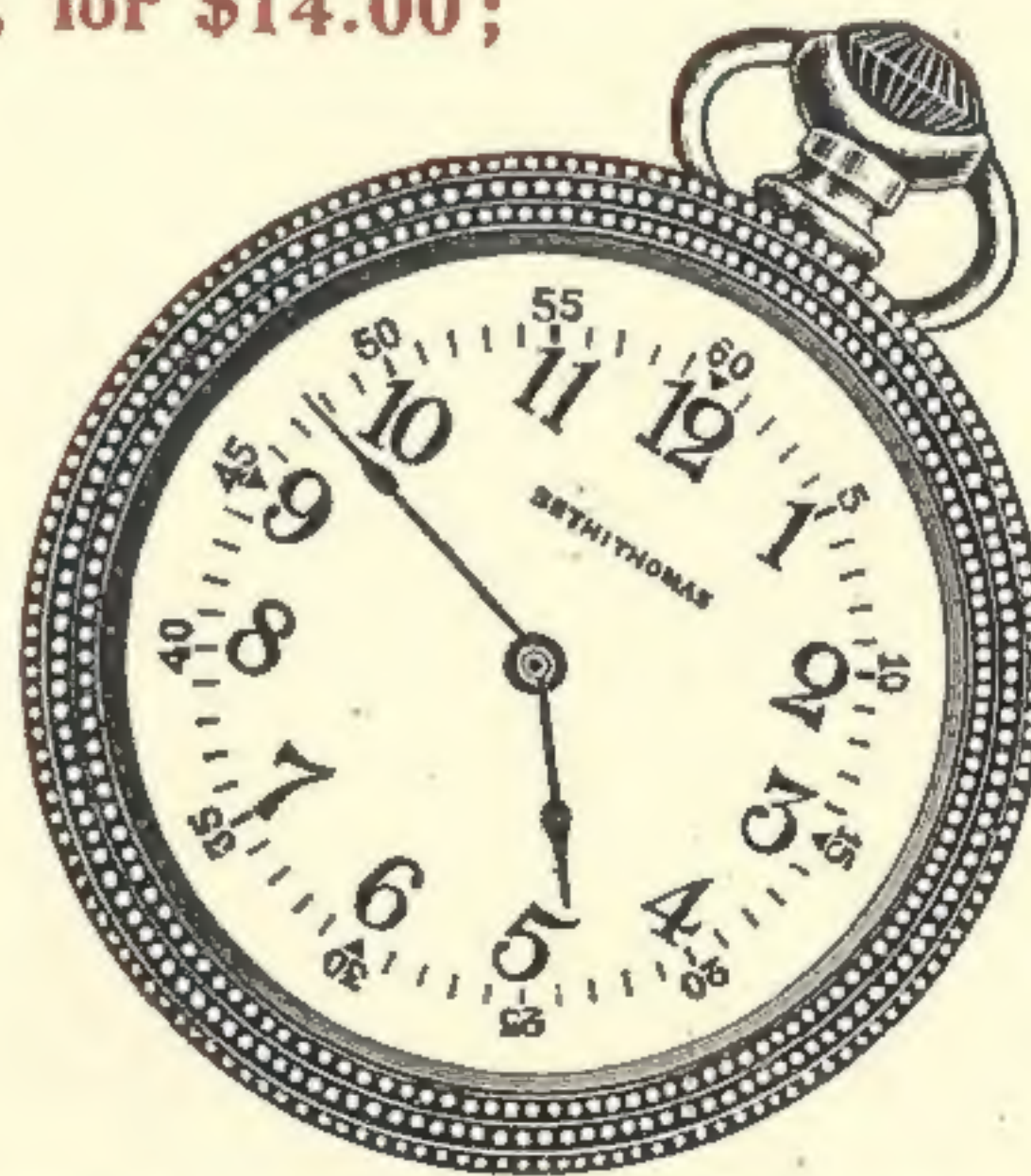
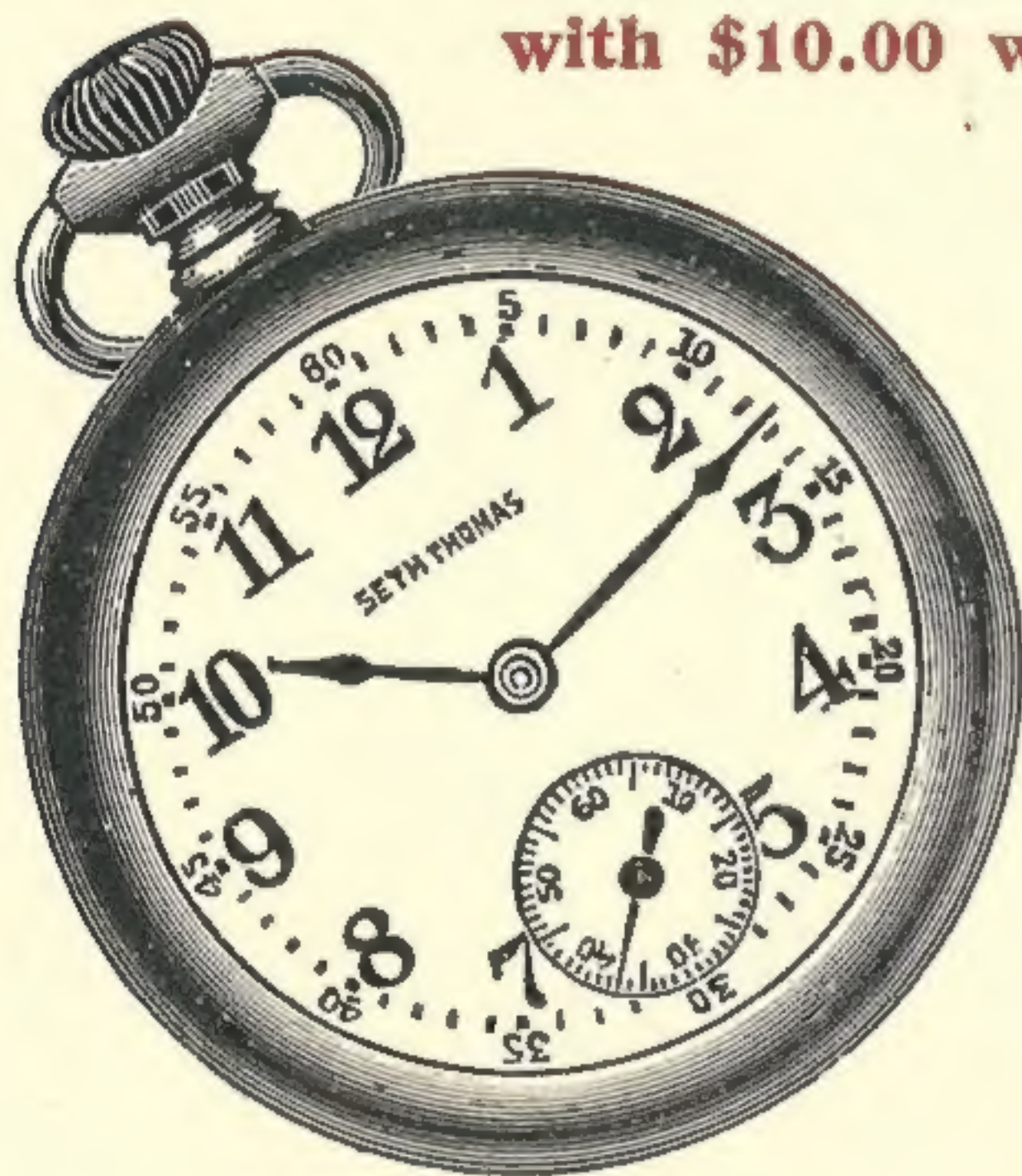
**HUNTING-CASE No. 355.** Given for nine Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$14.00; or free with \$18.00 worth.

### Boy's Open-Face Watch No. 12.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Case is made of Sterling Silver, 925/1000 fine; gold crown. Screw bezel and back, which makes it dust-proof; beautifully engraved with very latest fancy pearl beading on front and back. New size 12. Very thin. Guaranteed to wear for many years with proper usage.

**Illustrations of Watches Show Two-Thirds Actual Size. All Watches Sent by Express, Charges Prepaid.**





## Lady's Watch Chains.

One given for one Certificate.

Mailed, postpaid. Length, 49 in. Makers guarantee all satisfactory in use. Order by number.



**No. 1123.** Neat Curb Chain, 14-K. Rolled Gold Plate. Slide has solid gold front and back. Ruby set.



**No. 1124.** Link Chain, 14-K. Rolled Gold Plate. Slide has solid gold front and back; Opal set.

## Lady or Gentleman's Umbrella.

Given for one Certificate.

Fitted with auto-runner, by which Umbrella is opened without need of pressing the catch.

Choice of fine union Taffeta Silk or Silk-finished Serge, both guaranteed fast black, made on best paragon frame and steel rod. The Taffeta contains more silk, but the Serge wears better.

Lady's come in Horn, German-silver-and-Pearl, Dresden Princess and selected Congo loop with German-silver nose-piece handles.

Gentleman's fine Congo handle, trimmed with 1/2-in. German-silver swedge and cap, is the Prince-of-Wales shape. Close roller.

Diameter, 26 in., except Man's Serge, which is 28 in.

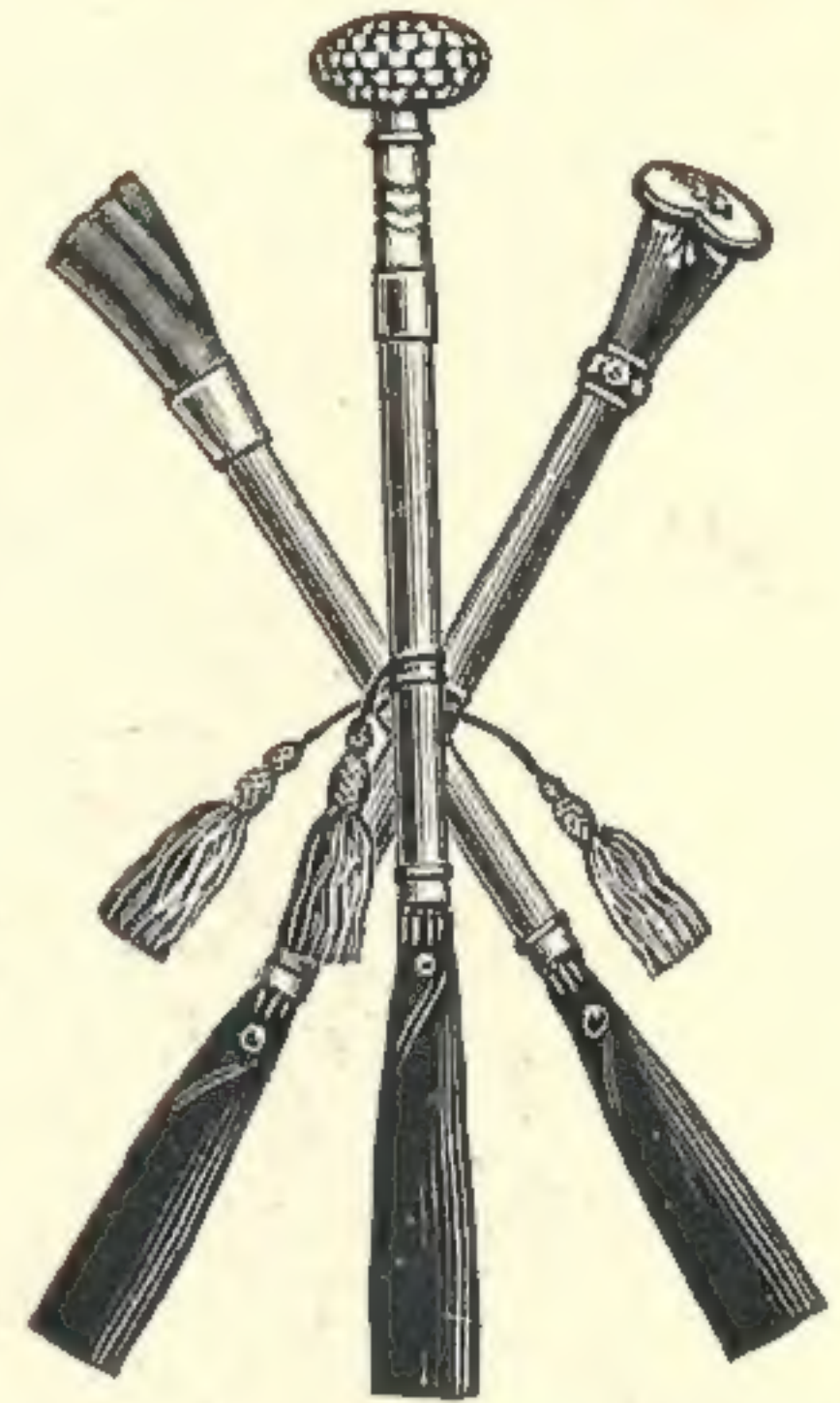
## Seth Thomas Mantel Clock No. 724, and Bronze Ornament.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Eight-day: hours strike on cathedral bell; half-hours, on brass bell. Beautiful, ADAMANTINE ENAMEL CASE, made by a patented process, dust-proof; highly-polished. Choice of two finishes; one so closely resembles Black and Variegated Marble that THE EYE CANNOT DISTINGUISH IT FROM MARBLE; the other is a superb Mahogany finish. Ornamented with artistic onyx-celluloid half circular pillars, bronze feet and trimmings. Handsomer than our engraving can illustrate.

Length, 17 1/2 in.; width, 6 1/2 in.; height, 11 1/2 in.; 5-in.

dial, white, with gilt filigree center and black Roman numerals, or gilt, with black Arabic numerals. Guaranteed a reliable timekeeper. Will last a lifetime.



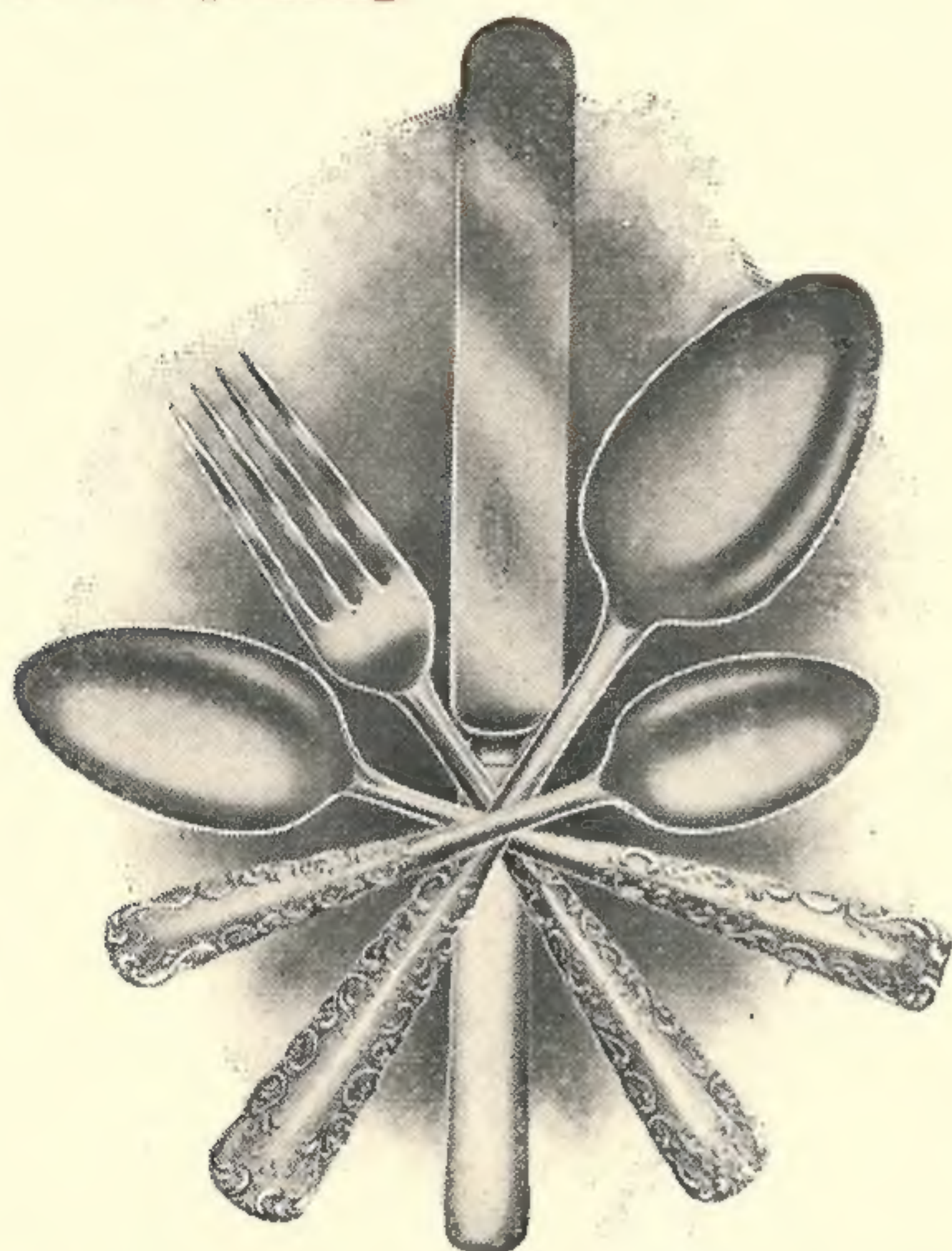


## 1835—R. Wallace or 1847 Rogers Bros. Portland Pattern Silver-Plated Tableware.

SILVERWARE bearing these trade-marks is the world's standard. The 1835—R. WALLACE brand has never before been offered as a premium. We have sent to our customers tons upon tons of 1847 ROGERS BROS. brand, and we expect yet greater success with the new and more liberal 1835—R. Wallace offers. Choice of brands, Portland pattern in either.

EVERY PIECE IS WARRANTED FOR TEN YEARS, and with fair, ordinary usage lasts a lifetime. The Knives are Steel, plated 12 dwt.; Spoons and Forks, best Nickel Silver, extra Silver-plated. All are hand-burnished. The Knives and Forks are medium size.

The pattern, as shown in illustration, is selected by us as the most tasteful and pleasing.



### SILVER-PLATED FORKS.

Given for two Certificates.

Mailed, postpaid.

Six 1847 Rogers Bros., or eight 1835—R. Wallace, A1 Silver-plated Forks. Handles, Portland pattern or plain, as preferred. Length, 7¼ in.

### SILVER-PLATED TEASPOONS.

Given for one Certificate.

Mailed, postpaid.

Six 1847 Rogers Bros., or nine 1835—R. Wallace, A1 Silver-plated Teaspoons. Length, 5⅞ in.

### SILVER-PLATED DESSERT SPOONS.

Given for one Certificate.

Five 1847 Rogers Bros., or six

1835—R. Wallace, A1 Silver-plated Dessert Spoons. Length, 7¼ in.

Mailed, postpaid, if 15c. in stamps is sent for that purpose.

### SILVER-PLATED TABLESPOONS.

Given for one Certificate. Mailed, postpaid.

Three 1847 Rogers Bros., or four 1835—R. Wallace, A1 Silver-plated Tablespoons. Length, 8 in.

### SILVER-PLATED KNIVES.

Given for two Certificates. Mailed, postpaid.

Six 1847 Rogers Bros., or eight 1835—R. Wallace, 12 dwt. Silver-plated Knives. Length, 9¼ in.

Choice of three assortments of 1835—R. Wallace ware, each given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products. Specify set by number.

No. 33, 33 PIECES. 6 Knives, 6 Forks, 6 Dessert Spoons, 12 Teaspoons, 3 Tablespoons.

No. 29, 29 PIECES. 6 Knives, 6 Forks, 6 Dessert Spoons, 6 Teaspoons, 3 Tablespoons, 1 Gold-lined Sugar Spoon, 1 twist-handled Butter Knife.

No. 12=W, 24 PIECES. 12 Plain Knives, 12 Plain Forks. Portland Forks, if preferred.



Choice of three assortments of 1847 Rogers Bros. ware, each given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products. Specify set by number.

No. 24, 24 PIECES. 6 Knives, 6 Forks, 6 Dessert Spoons, 6 Teaspoons.

No. 21, 21 PIECES. 6 Knives, 6 Forks, 6 Dessert Spoons, 3 Tablespoons.

No. 26, 26 PIECES. 6 Knives, 6 Forks, 14 Teaspoons.

Choice of three assortments of 1847 Rogers Bros. ware, each given for six Certificates ; or with \$10.00 worth of Larkin Soaps and Products, for \$11.00 ; or free with \$12.00 worth. Specify set by number.

No. 23, 23 PIECES. 6 Knives, 6 Forks, 6 Teaspoons, 3 Tablespoons, 1 Gold-lined Sugar Spoon, 1 Butter Knife.

No. 12-R, 24 PIECES. 12 Plain Knives, 12 Plain Forks. Portland Forks, if preferred.

No. 6, 24 PIECES. 6 Knives, 6 Forks, 6 Tablespoons, 6 Teaspoons.

### **Chautauqua Silver Tea Set No. 5—Four Pieces.**

Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.

The Teapot (2¼-pint) alone, free for two Certificates ; the Sugar Bowl with cover, Spoon Holder and Cream Pitcher each free for one Certificate.

A full-size, extra heavily quadruple plated Tea Set. Entirely new and exclusive design,



of which we control the patent. The Spoon Holder and Cream Pitcher are lined with 24-karat gold. The pieces are satin-finished with hand-engraved design on each side. The trimmings are all hand-burnished.

The name of the responsible maker is stamped on every piece, and for quality and finish of goods and beauty of design Set is unsurpassed by any silver-plated ware at any price.

Manufacturers' guarantee sent with each Set reads : "We guarantee this Set to be made of hard white Britannia metal extra heavily plated with purest silver, 999-1000 fine, and we warrant the same to wear twenty-five years."

A Set of equal value cannot profitably be retailed at jewelers' for less than \$12.00.



**ALL THIS CROCKERY** is made by the BUFFALO POTTERY, manufacturers of the best semi-vitreous porcelain produced in America, and equals the best English ware. A beautiful clear white body, light in weight. It is as nearly non-absorbent of acids and grease as earthenware can be made. Guaranteed not to craze. Artistic shapes.



### Cairo Toilet Sets.

**TEN-PIECE SET No. 3.** Given for three Certificates.

**TWELVE-PIECE SET No. 5.** Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

This beautiful Set has an imperishable lustrous glaze. Bowl has roll edge and handles. The decoration is a cluster of June roses, in Pink and Yellow, with natural green leaves with stems and background of a beautiful brown. Handles and edges are traced in gold.

A ten-piece Set consists of Wash Bowl and Pitcher, Chamber with cover, Soap Dish with cover and drainer, small hot-water Pitcher, Brush Vase and Shaving Mug. A twelve-piece Set has, in addition, a Slop Jar and cover.

### 100-Piece Lamaré Dinner Set.

Given for eight Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$13.00; or free with \$16.00 worth.

Set consists of 12 Pie Plates; 12 Tea Plates; 12 Plates for Breakfast or Dinner; 12 Fruit Saucers; 12 individual Butter Dishes; 12 Cups; 12 Saucers; 2 Platters, medium and large; 1 oval Vegetable Dish; 2 covered Vegetable Dishes; 1 covered Butter Dish; 1 Sauce Boat; 1 Pickle Dish; 1 medium Sugar Bowl; 1 Cream Pitcher; 1 medium Bowl—100 pieces in all.

We omit the 12 Pie Plates, substituting 12 Soup Plates, at an extra cost of 25c. We will add 12 Soup Plates, at an extra cost of \$1.00; a 10-in. round covered Tureen, at an extra cost of \$1.25; a Teapot, for 50c.

The decoration is a border of flowers put on under the glaze and guaranteed not to wear off with a lifetime's use. Choice of Dove, Dark Blue, Green or Brown decorations; handles and embossed work traced in gold.



### 56-Piece Modjeska Tea Set.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps.

Set consists of 12 Tea Plates; 12 Teacups; 12 Saucers; 12 Fruit Saucers; 1 Teapot; 1 medium Sugar Bowl; 1 Cream Pitcher; 1 medium Bowl; 2 Cake Plates—56 pieces in all. We substitute Butter Dish for Teapot, if desired.



Decorated by the chromo-ceramic lithographic process used on all French china. Choice of exquisite sprays of Green, or Pink roses, or beautiful border of Blue forget-me-nots. All are illuminated with full gold trimmings.

**SAMPLE** Individual Butter Dish of Lamare or Modjeska ware will be mailed for five cents in stamps.



### Sideboard No. 3.

Given for fourteen Certificates ; or with \$10.00 worth of Larkin Soaps and Products, for \$19.00 ; or free with \$28.00 worth.

Six feet high, 42 in. wide, 22 in. deep ; nicely ornamented with fine carvings ; cabinet work, the best. Made from selected Oak, with high-polish Golden Oak finish. Top and small drawers have full swell-front ; massive turned pilasters support top shelf ; both small drawers furnished with locks, and one lined with velveteen for silver. French beveled-plate mirror, 18 x 30 in. ; all trimmings, cast brass. Castered. Small drawers,  $4\frac{1}{2}$  x 17 x  $16\frac{1}{2}$  in. ; linen drawer,  $6\frac{1}{2}$  x  $14\frac{1}{2}$  x  $35\frac{1}{2}$  in. ; cupboard, 14 x 16 x 38 in. Double doors with spring catches.



### Quartered-Oak China Cabinet No. 911.

Given for eleven Certificates ; or with \$10.00 worth of Larkin Soaps and Products, for \$16.00 ; or free with \$22.00 worth.

This beautiful Cabinet for the display of china, glassware and silver is a fine example of the cabinet-maker's craft.

Made of selected Quarter-sawed Oak, with high-polish Golden Oak finish ; back, of Bird's-eye Maple, selected for its beautiful grain, finished natural. The three adjustable shelves have tapered edges and are grooved at back for plates.

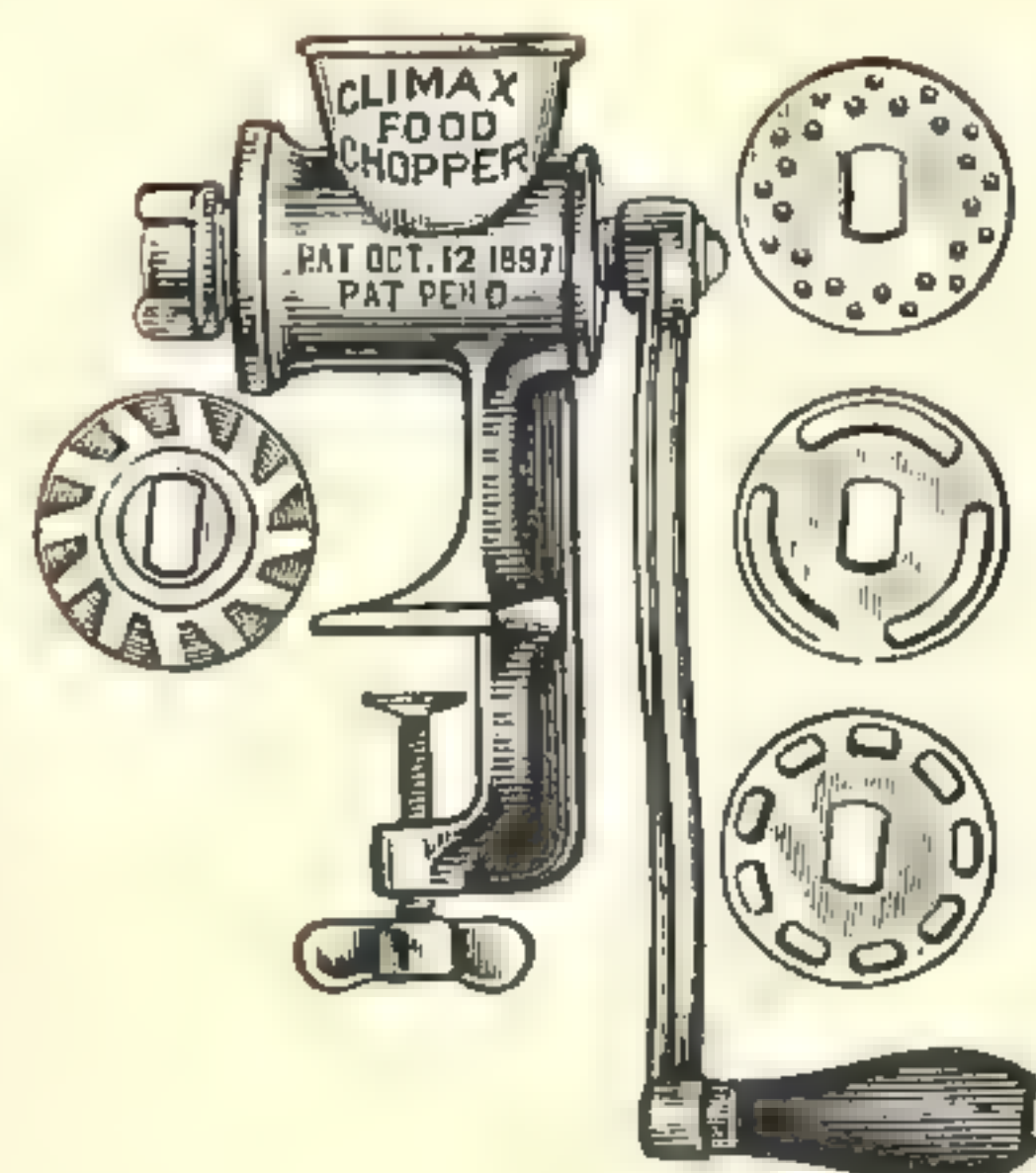
Cabinet is 63 in. high ; 41 in. wide ; 15 in. deep. Glass door is 21 x  $48\frac{1}{2}$  in. The glass sides are 16 x 47 in., bent to a quarter circle.



### Climax Food Chopper.

Given for one Certificate.

Supplants the old wooden chopping-bowl and knife ; four steel cutters are furnished to chop all kinds of meat, fruit, vegetables, uniformly coarse, medium or fine, as desired. Superior to other food choppers in smallest details. The few parts are interchangeable ; thoroughly tinned, simple, cleanly ; no sharpening required.





### Oak Extension Table No. 35.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.



In this Table, as in so many Larkin Premiums, our patrons get the benefit of an arrangement to manufacture it exclusively in a special factory. Its equal would cost \$10.00 in any retail store.

Solid Oak throughout, with good Golden Oak finish. Top, 42 x 42

in. Three leaves go with Table to extend it to 6 ft. The fluted legs are 4 in. in diameter, and are fastened rigidly to the top without use of screws or glue. Socket-casters. Weight, 125 lbs. Shipped knocked-down, all in one crate.

### Maple Kitchen Cabinet No. 5.

Cabinet with Cupboard Top given for nine Certificates; or free with \$18.00 worth of Larkin Soaps and Products.

Cabinet alone given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Cupboard Top alone given for four Certificates.

A conveniently arranged Kitchen Cabinet, made of hard White Maple with gloss finish. Base has whitewood top and contains one drawer 17 x 18½ x 4 in., and one, 20½ x 18½ x 4 in. divided into compartments; large cupboard, 21½ x 17 x 15 in. A special feature is the patent rolling, round-bottom flour-bin 20½ x 15 x 21½ in., which is divided to hold two kinds of flour or meal. A whitewood kneading-board, 20½ in. square, and maple cutting-board 10½ x 17 in. Top, 25 x 46 in.; 30 in. high. Brass drawer-pulls.

Cupboard Top is 26½ in. high, 45 in. wide, 9 in. deep. Has two drawers 14 x



8 x 3 in. and two, 6¾ x 8 x 3 in. The two cupboards are 13¾ x 10¼ x 8¼ in. This Top can also be used with Kitchen Cabinet No. 8.

### Bamboo Table No. 81.

Given for one Certificate.

This is a neat little Table, 29 in. high, with solid Oak top, 18 x 18 in., and lower Oak shelf, 14 x 14 in.; finished much better than ordinary Bamboo furniture, and while strong enough to support 500 lbs. weighs only 11½ lbs. Permanent hand-decoration.





## Chautauqua Sewing Desk No. 25.

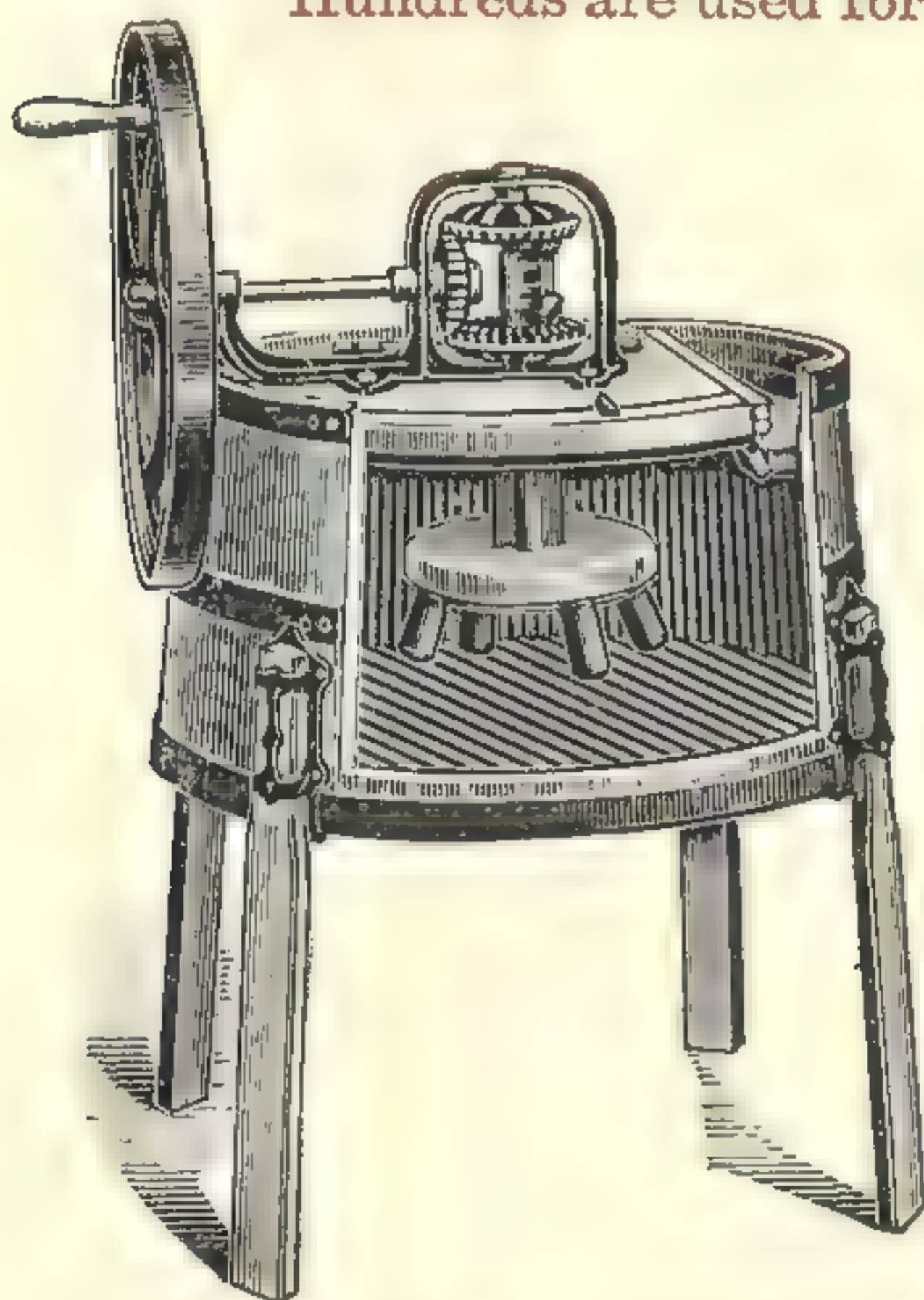
Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.

A compact and convenient receptacle for materials and all the accessories under lock and key, away from the children. A broad and roomy top, 23 x 47 in., 25½ in. high. Top drawer has compartments for thread, thimbles, scissors, buttons, hooks and eyes, yarns,

floss, etc. A deeper drawer (5¼ in.) for the patterns, and a very deep drawer (8 in.) for the sewing in hand. Each is 18 x 14½ in.

Made of Quartered Oak, with hand-polished Golden Oak finish. Paneled back and sides ; casters. Occupies a space 24 x 24 in. only, when closed.

Hundreds are used for typewriter desks. Exactly the right height and size. Invaluable to the china-painter's studio.



Easy to operate. Full directions sent.

## Rotary Washer.

Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.

The lightest running, strongest and most perfect Rotary Washer on the market. Capacity, 12 to 14 gallons. Adapted to a family of six to twelve.

The Tub, of clear Southern Poplar, is made with the large end down, allowing plenty of room for water, clothes and largest wringer. Bottom and sides fully corrugated. Hoops are of extra heavy steel, and warranted not to break. Hand-wheel turns backward or forward.

## Solid-Oak Dining Chair No. 11.

One Chair given for one Certificate and 25 cts.

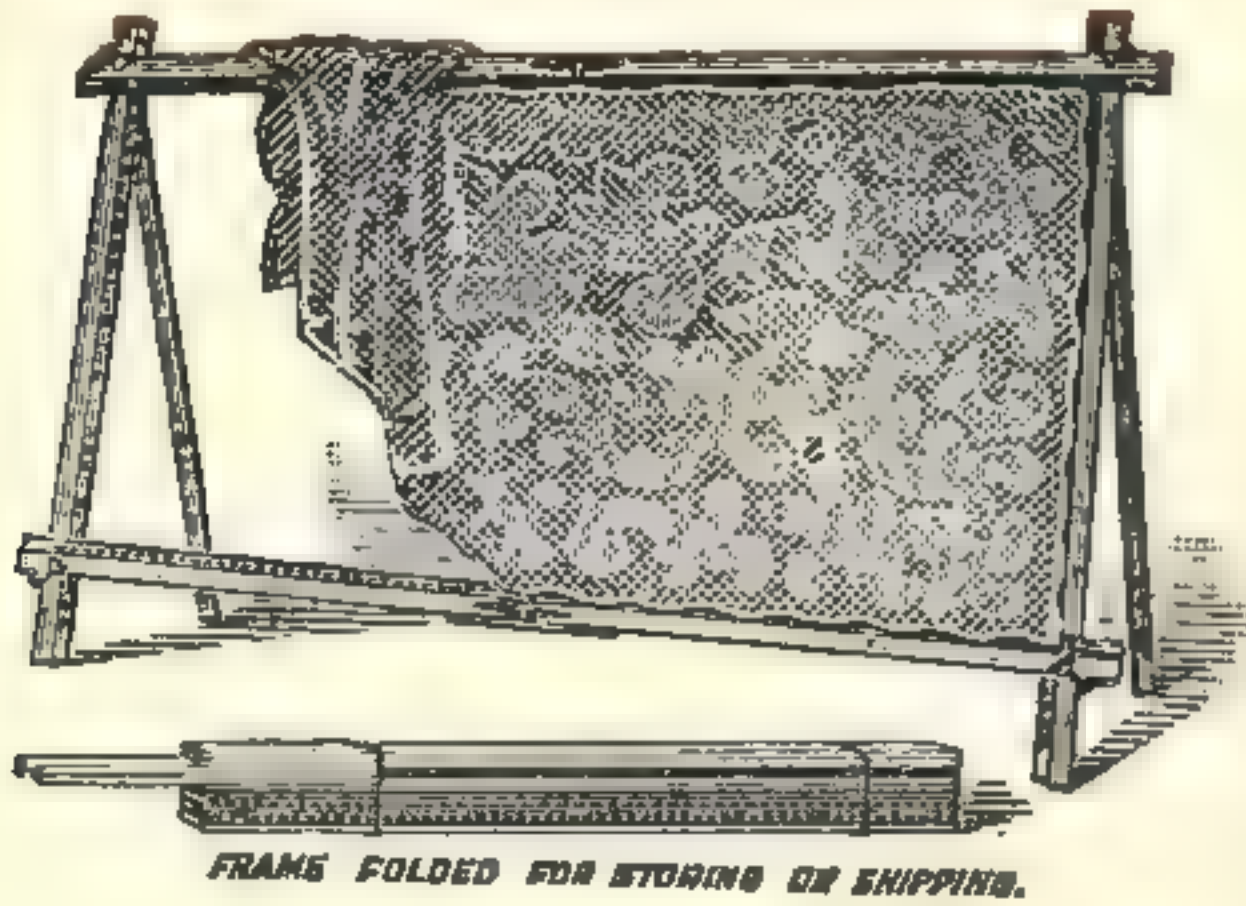
Four Chairs given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.

Six Chairs given for seven Certificates ; or with \$10.00 worth of Larkin Soaps and Products, for \$12.00 ; or free with \$14.00 worth.

This is a tasteful design ; very popular with our patrons. Thoroughly made ; braced posts ; handsomely embossed top and slat ; caned seat ; Golden Oak finish. Height, 42 in. ; height of back from seat, 25 in. ; seat, 16½ x 17½ in.







### Curtain Stretcher.

Given for one Certificate.

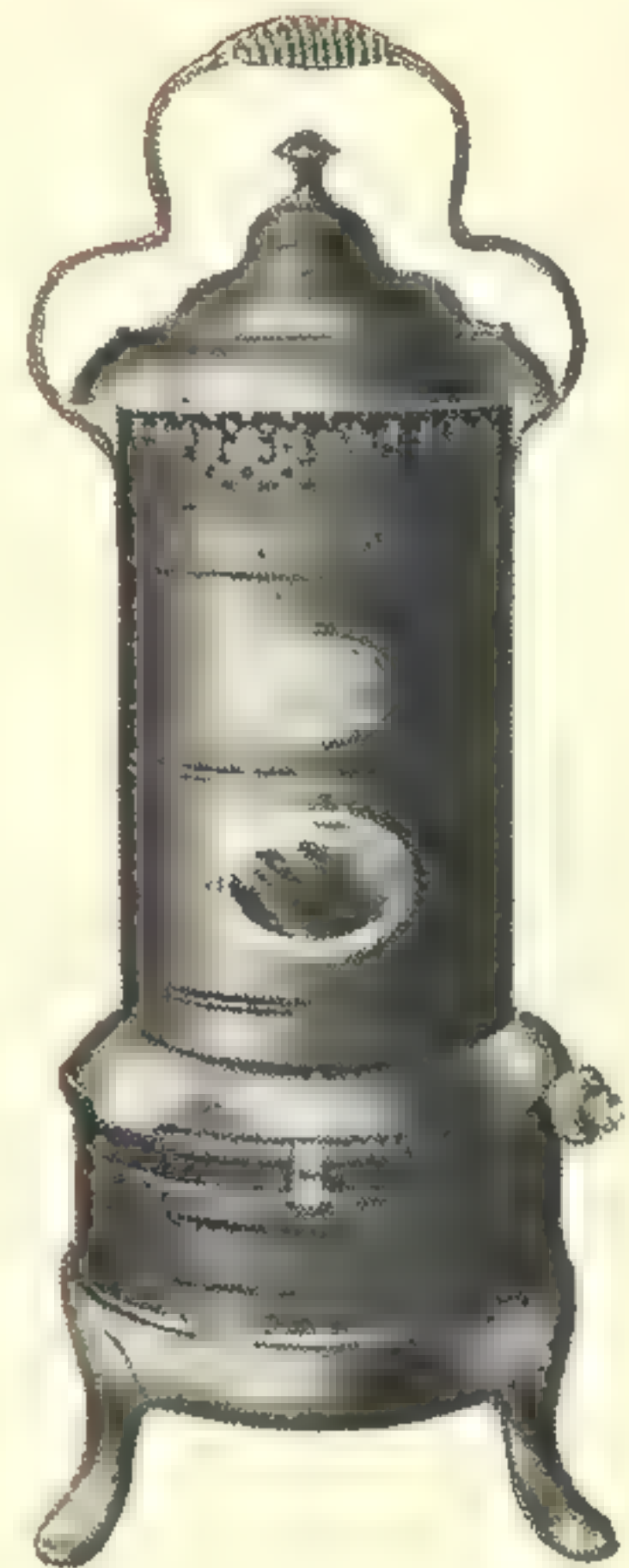
Size, 6 x 12 ft. Made of hard, carefully selected Whitewood, well finished. Width of wood,  $2\frac{5}{8}$  in.; nickel-plated brass pins with smooth points, 1 in. apart. Joint in long bars locks firmly and is easily adjusted.

### Chautauqua Parlor Oil Heater No. 54.

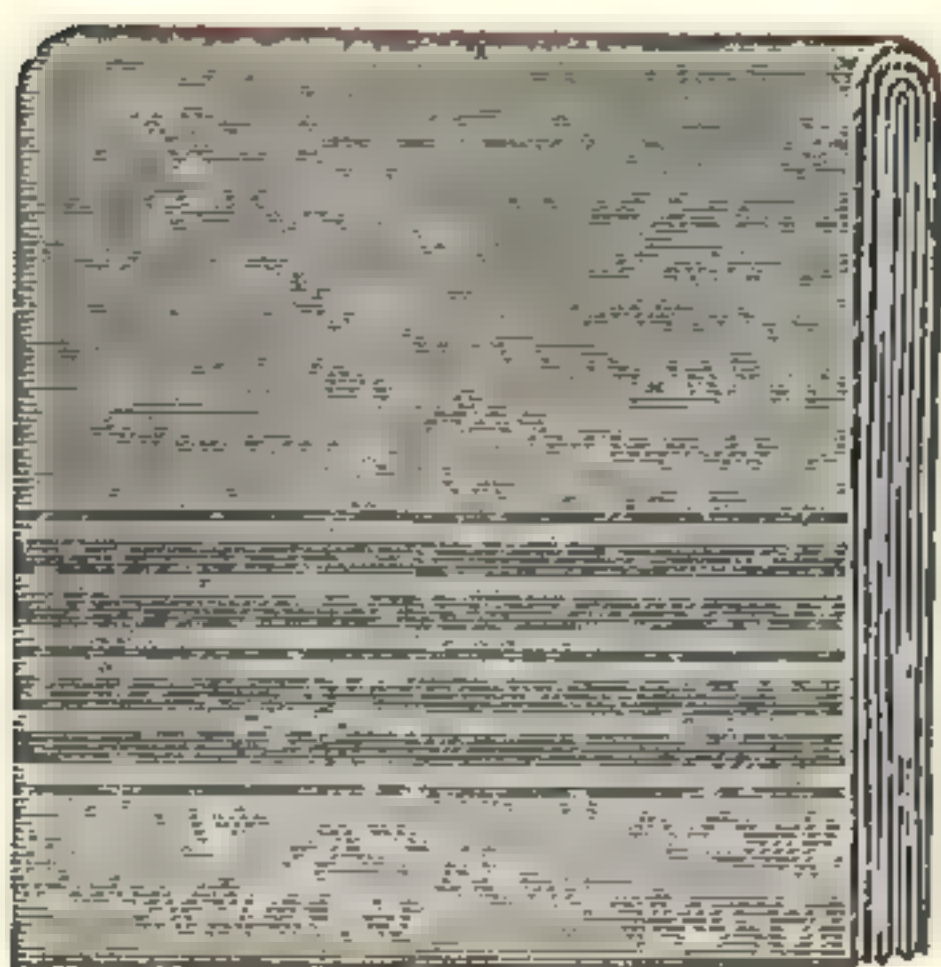
Given for four Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$9.00.

It will heat a large room in coldest weather. Solid and substantial. Easily portable. All Planished Steel plate, with nickel trimmings; absolutely nothing to break; no perforated metal to clog up. It has a 10-in. central-draft brass burner, taking cold air outside as well as inside, preventing fount from heating dangerously; smokeless, odorless; a device to prevent turning wick too high; a heavy brass oil fount holds three quarts of oil, which lasts twelve hours. Indicator shows depth of oil in tank. Stove unites every quality approved to date for thorough service and convenience, and thousands are in daily use among our customers. Height, 29 in.; diameter of drum,  $8\frac{1}{2}$  in.; weight, 13 lbs.

Takes No. 10 Splendid Wick. Three wicks mailed for 30 cts.



### Pure All-Wool Blankets No. 5.



Pair given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

The celebrated St. Mary's blankets. Standard size, weight and quality; viz., 70 x 80 in.; 5 lbs.; all virgin wool, warp and woof; long staple, soft and downy; ends handsomely bound with silk ribbon.

Choice of St. Mary's pure White, with blue or pink border; or natural Gray, (free from coloring,) with colored border; or Dobson's Scarlet, with black border.

### Salad or Fruit Bowl No. 1.

Given for one Certificate.

The decoration is a cluster of roses in their natural coloring, against a green and pink background. Embossed work is traced in gold. A handsome sideboard piece,  $10\frac{3}{4}$  in. in diameter, deep and roomy. Made by the Buffalo Pottery.





### Music Cabinet No. 15.



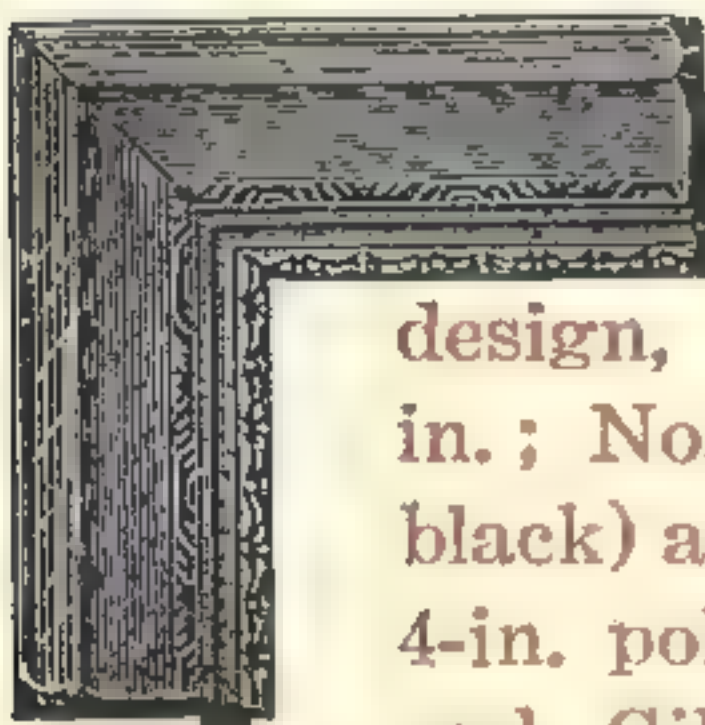
Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Choice of Mahogany finish, with door and top of genuine Mahogany veneer, or Golden Oak with Quartered-Oak door and top; high polish finish. There are four roomy shelves for music, three are sliding; ogee shaped drawer, 3½ in. deep; brass drawer-pulls, door-handle and lock; genuine French legs; new French moulded top. The decoration on the door represents inlaid woods and adds much to the rich appearance of the case. This decoration omitted, if desired.

Height, 39½ in.; width, 20 in.; depth, 12½ in.

### Beveled-Plate Pier Glass.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.



Choice of three frames: No. 15, heavy moulding, 6 in. wide, handsome Florentine design, finished in Gold, size, 29 x 51 in.; No. 25, 4-in. Ebonized-Oak (dull black) and Gold, plain and rich; No. 35, 4-in. polished Antique Quartered-Oak and Gilt. Fine bevel-plate Mirror, 18 x 40 in.; 1-in. bevel.

Rich and ornamental for parlor or bedroom.

### Oval Pier Glass No. 45.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.



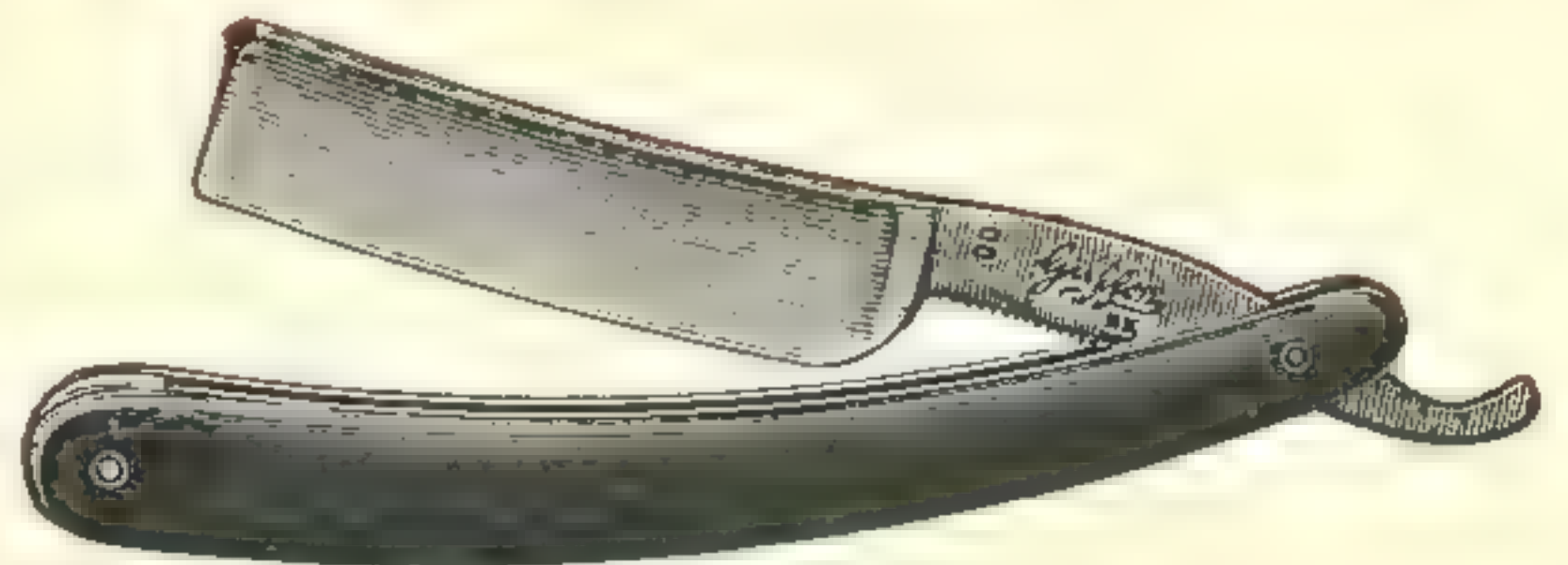
Beveled-edge plate Mirror, 18 x 40 in.; heavy Florentine frame, 4½ in. wide, with a deep, ornamented center, bead lining, all finished in Gold; hand made. Size, 27 x 49 in.



### Griffon Guaranteed Razor No. 1, with Strop.

Both given for one Certificate. Mailed, postpaid.

Made from S. & C. Wardlow's English Steel.



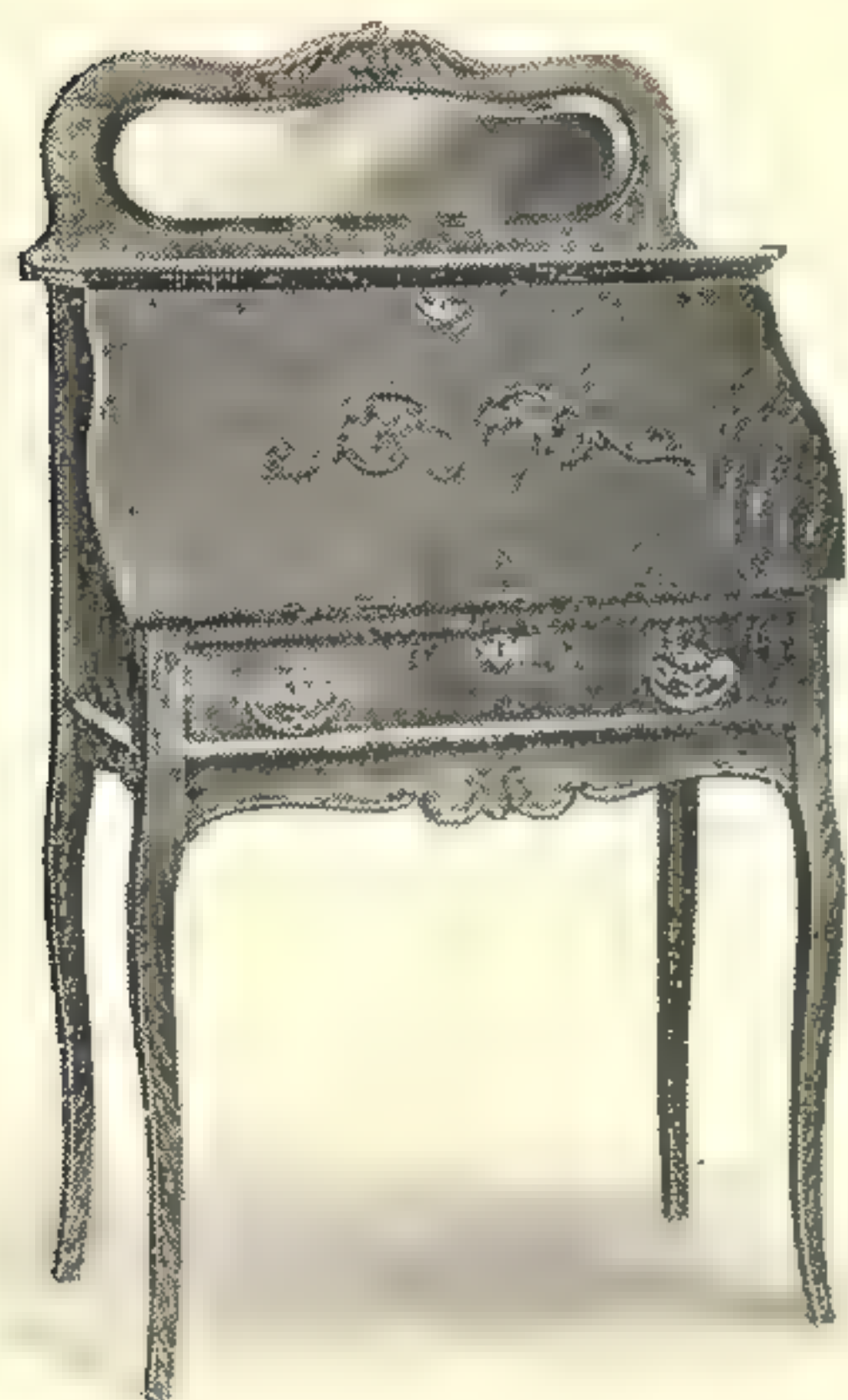
Guaranteed by its German makers to require no honing in private use; blade, 5⁄8-in.

It is tempered electrically so that heel and point are always of equal hardness, and is the equal of any razor made.

Double Swing Strop is buff porpoise and canvas hone with wood handle.



## **Lady Washington Boudoir Desk No. 15.**



**Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.**

Choice of selected Quarter-sawed Golden Oak, or genuine Mahogany veneer; hand-rubbed; handsome hand carvings and French legs. Sides, only, are of plain Oak, or Birch finished Mahogany.

The Desk is 29½ in. wide and 52¾ in. high. The handsomely shaped French beveled-plate mirror is 6 x 24 in.; bric-a-brac shelf, 8 x 29½ in. The large drawer is 3¼ in. deep, 12 in. long and 24 in. wide. Both drawer and Desk have locks; a spacious writing-bed, 28 in. deep; six pigeon-holes for envelopes and letter-paper; two com-

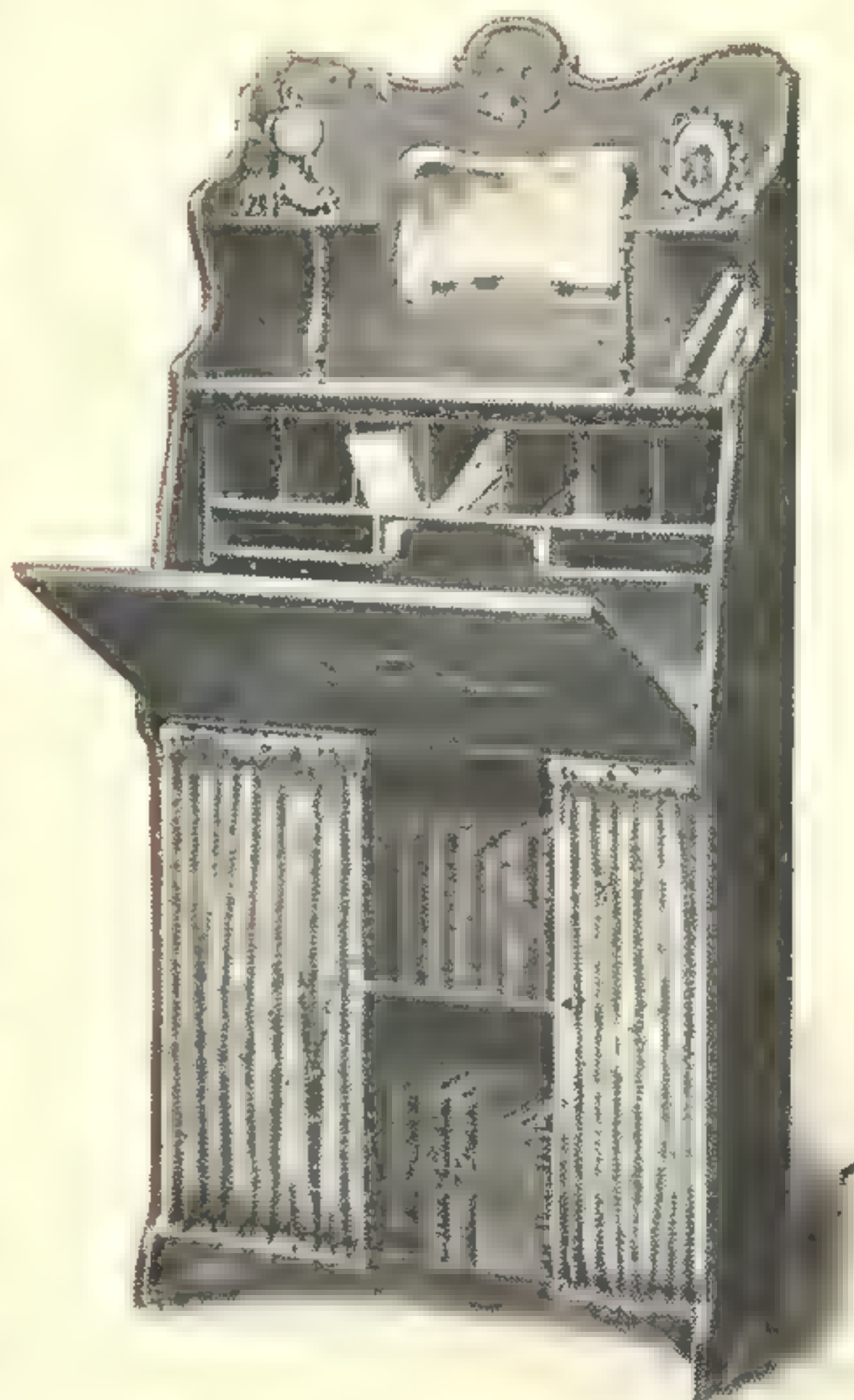
partments, 3¾ x 12 in., for account books, and a small drawer, 4¾ x 9½ in. Shipped with legs and mirror detached, for safety and to save freight.

## **The Famous Chautauqua Desk No. 5.**

**Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.**

This beautiful Desk, made of solid Oak, has hand-polished Golden Oak finish; very handsome carvings. Drop-leaf provides a writing-bed 26 in. deep, 29½ in. high. Fine 8 x 14 in. French beveled-plate mirror; brass rod for curtains. It stands 5 ft. high, is 2½ ft. wide and 10½ in. deep.

A perfect and complete but remarkably compact Desk; has three roomy bookshelves, two shelves for bric-a-brac; seven pigeon-holes for papers, compartments for letter-paper, ink, etc., under lock and key.



## **Child's Tea Set.**



**Given for one Certificate.**

Set consists of 6 Plates, 6 Cups, 6 Saucers, 1 Teapot, 1 Sugar, 1 Creamer, 1 Bowl. Made in Buffalo Pottery's strongest body, permanent under-the-glaze Green decoration.





## Combined Bookcase and Writing-Desk No. 810.

Given for ten Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$15.00; or free with \$20.00 worth.

No single piece of furniture adds so much to the furnishings of an apartment as a roomy combination Bookcase and Writing-desk. This case has a section for seventy-five average books; the desk, compartments for stationery, a small drawer for pencils and stamps, a drawer, 5 in. deep by 18 in. wide, and a cupboard, 15 x 18 in., 12½ in. deep, for papers and magazines.

The case preserves a unity of design lacking in most combination cases; is

made of Quartered Oak; has a hand-rubbed, Golden Oak finish, hand carvings and solid cast brass trimmings. Shaped beveled mirror over Writing-desk is 12 x 12 in., and lid 15½ x 18½ in.; glass door of the Bookcase section, 18 x 49 in. Case is 62 in. high; 36 in. wide; 13 in. deep. Has four adjustable shelves, 12½ in. deep. Locks to Bookcase, desk, drawer and cupboard. Castered.

## Library Bookcase No. 7.

Given for seven Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$12.00; or free with \$14.00 worth.

A roomy Bookcase of excellent style, made of Quarter-sawed Oak, with a fine, polished, Golden Oak finish; has four adjustable, Oak-faced shelves, 12 in. deep. Two glass doors with lock; each measures 17½ x 47½ in. Case is 56 in. high, 39½ in. wide and 13 in. deep. Will hold more than a hundred and fifty average octavo volumes.



## Seneca Box Camera.

Given for two Certificates.

Substantial box covered with seal-grain leather. Size, 5½ x 8 x 7 in.; makes picture, 4 x 5 in. Has automatic self-setting shutter, arranged for two speeds; fitted with Wollensak achromatic lens. An instruction book and one double plate-holder accompany each Camera.



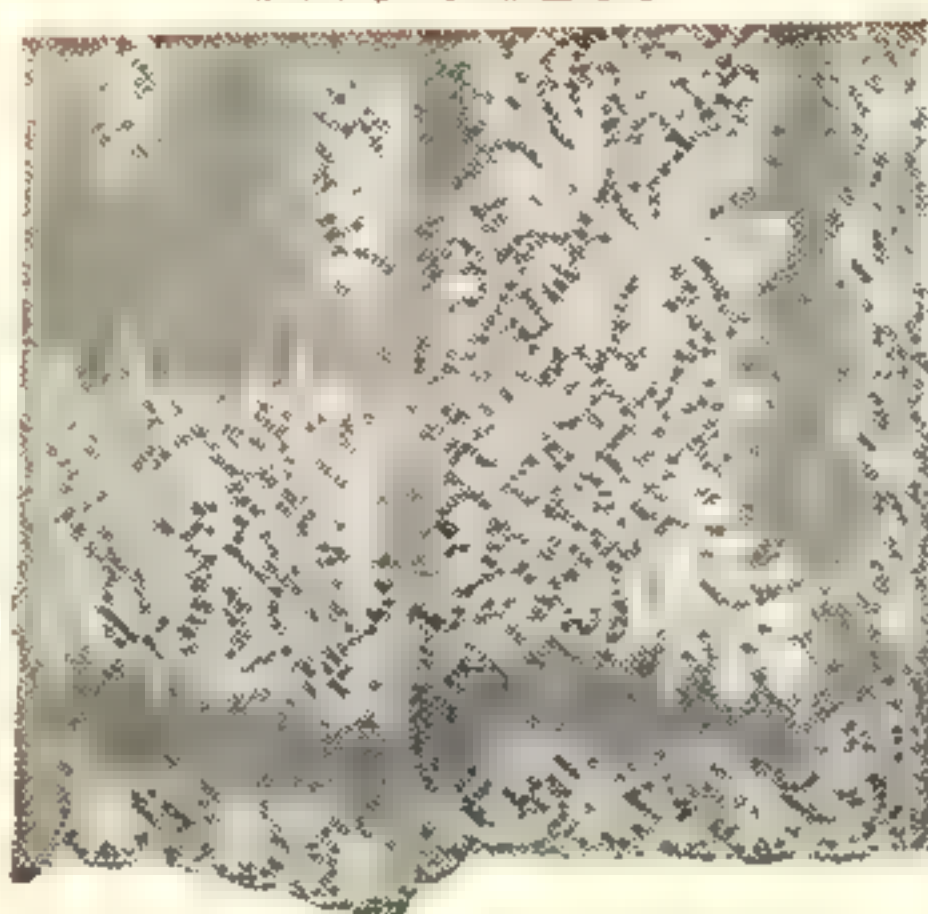


## Two Pairs of Lace Curtains.

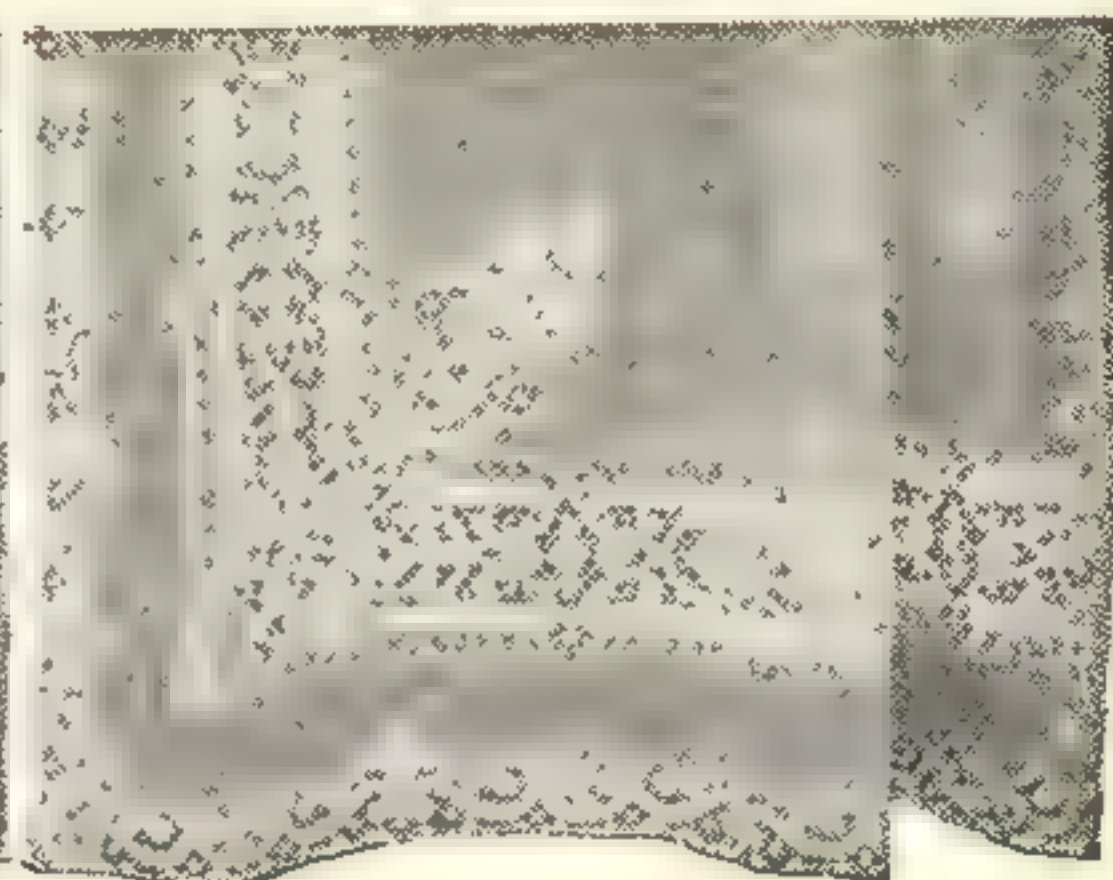
Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Choice of fine Swiss Net Curtain No. 2864, with spray center, Romanesque border in White or Ecrú; or Cable Net Curtain No. 3418, with plain net center, wide Renaissance border, in White or Ivory.

No. 3418.



No. 2864.



Width, 54 in.; length, 3½ yds.

## Wakefield Go-Cart No. 11.

Given for ten Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$15.00; or free with \$20.00 worth.



Foot and back adjustable to four positions, ranging from upright to nearly flat, with a single adjustment device; each part may also be adjusted independently. Seat and back upholstered in Tan or Green narrow-wale Corduroy, as preferred. Body made of fine, closely woven Reeds. Handsome white lace parasol with 5-in. ruffle, lined with green sateen to protect the baby's eyes; can be set at any angle. Stamped leather guard-strap; square steel axles; strong full-coil springs and patent brake.

Steel automobile wheels, 16 in. in diameter, with extra large solid rubber tires and hubs; strong and durable. Gear enameled green.

## Chautauqua Library Table No. 75.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

The best Library Table we have ever offered. No illustration can portray its substantial elegance. Suitable for any room. Polished Golden Quartered-Oak throughout; rails and legs richly carved. Height, 30 in.; top is 24 x 36 in.; pattern shelf, 13½ x 34 in., and drawer, 16 x 17 in., which is finished inside. Shipped knocked-down, to save freight charges; full instructions for easily setting up.

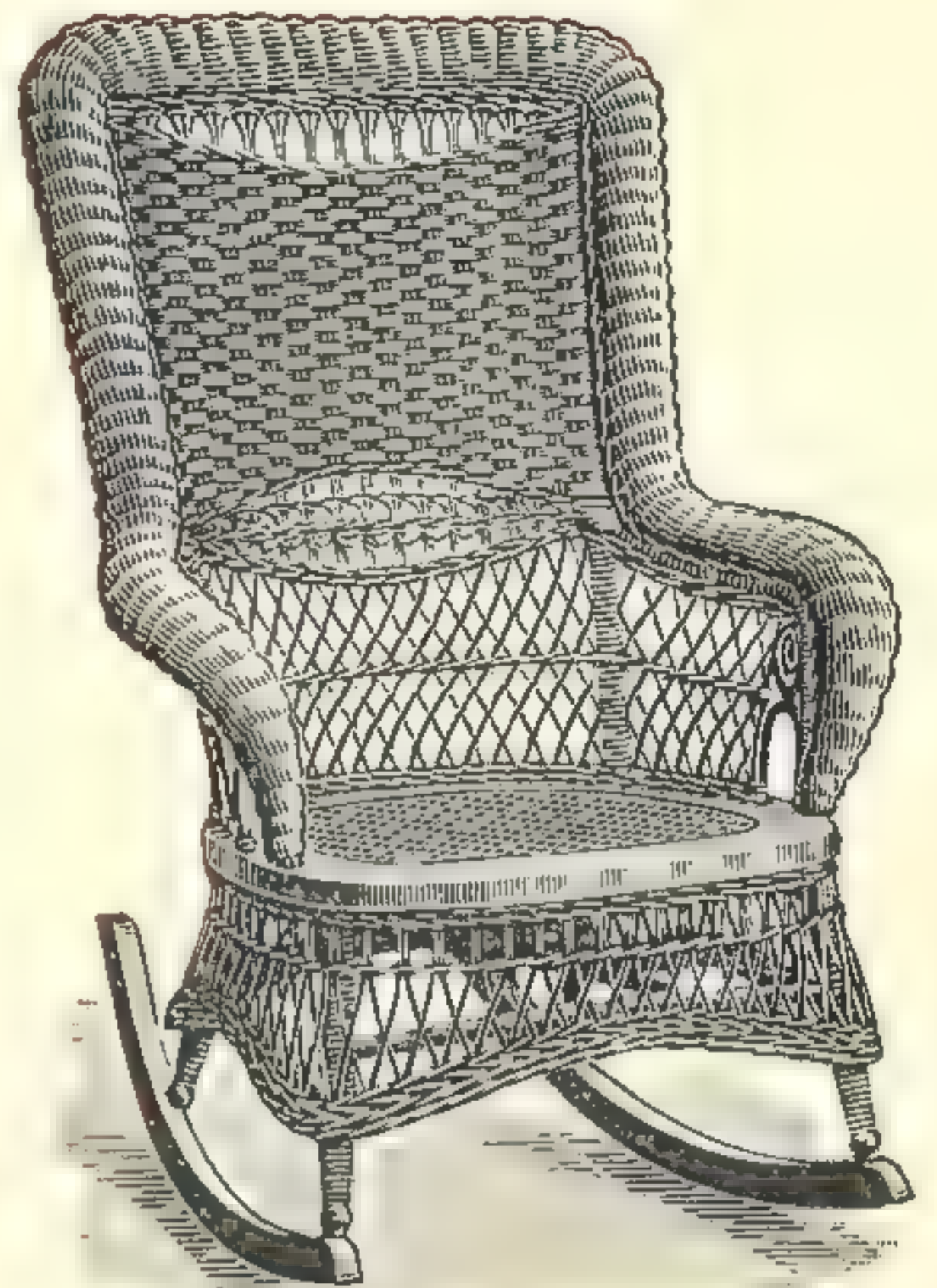




### Sweet Home Reed Rocker No. 35.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Best quality of reed, full roll, and close-woven cane seat. A very handsome Rocker. Height from floor to top of back, 42 in.; height of back from seat, 28 in.; seat, 19 in. deep and 20 in. wide. Natural finish with two coats of varnish.



### Solid-Oak Sewing Rocker No. 1.



Given for one Certificate.

The Rocker embodies strength, comfort and beauty, and is a perfect sewing or nursery chair. It is finished in Golden Oak. Fine cane seat, 17½ x 17 in.; height of seat from floor, 16 in.; height of back from seat, 25½ in.

We have never before been able to offer our patrons a satisfactory Rocker on so favorable terms. We invite comparison with any similar chair costing \$2.00 at retail.

### McKinley Rocker No. 75.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

A Rocker combining qualities rarely found in a chair, lightness, excellent style and perfect comfort. Choice of specially selected Quarter-sawn Golden Oak or genuine Mahogany. The seat, back and arms are of five-ply built-up construction, guaranteed not to separate or warp. The spindles and stretchers are of rock elm or birch.

The design is odd and tasteful; it was named for our martyred President during his lifetime. Seat is 20 in. wide and 19 in. deep; back is 20 in. wide and 25 in. high; arms, 4 in. broad by 24 in. long. The Rocker has highest piano-finish and is shipped knocked-down, to save freight charges. Full instructions for setting up accompany each Rocker.



**LATEST EDITION OF LARKIN PREMIUM LIST** containing over six hundred premium offers, from which these are taken, gladly mailed, postpaid, on request. Everyone who sends us an order for goods for his own use has the opportunity easily to earn almost everything the home requires.



### **Improved Morris Chair No. 65.**

**Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.**

Choice of polished Golden Oak, with Quartered-Oak front rail, or Birch with polished Mahogany finish. All hair-filled, comfortable, reversible, closely tufted cushions, 4 in. thick ; well and honestly made for severe wear. Seat cushion is 21 x 21 in. ; the back, 20 x 28 in.

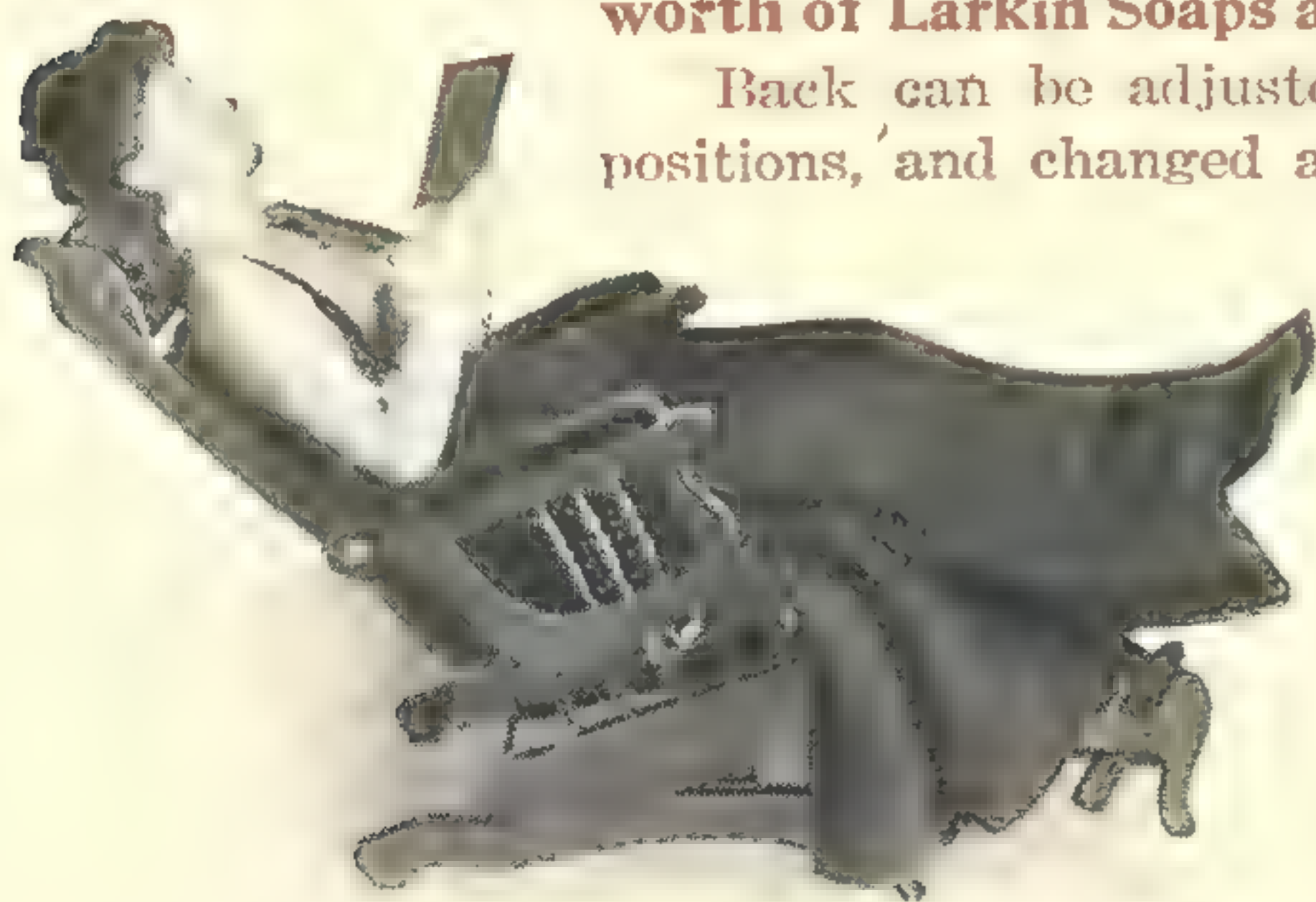
Covering of handsome, high-grade, durable, plain or figured Corduroy or Velour, in medium Red, Green or Brown. Full box seat with six oil-tempered coil springs.

A roomy, luxurious piece of furniture. Back adjustable to five positions. Height of back from floor, 38½ in. Oxidized fixtures, almost hidden, supplant the old brass rod. Four fixed casters ; heavy frame ; elaborately carved legs with claw feet ; front legs are 2 x 3¾ in. ; roll-front arms, 4½ in. wide, and only 27¼ in. long ; front rail is 4½ in. wide ; side rails, 3½ in. wide ; 16 spindles.



### **Chautauqua Rocker and Reclining Chair No. 45.**

**Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.**



Back can be adjusted by patent devices to five positions, and changed at will by occupant. Seat is made easy by oil-tempered spiral springs. Very strong and perfectly simple in construction.

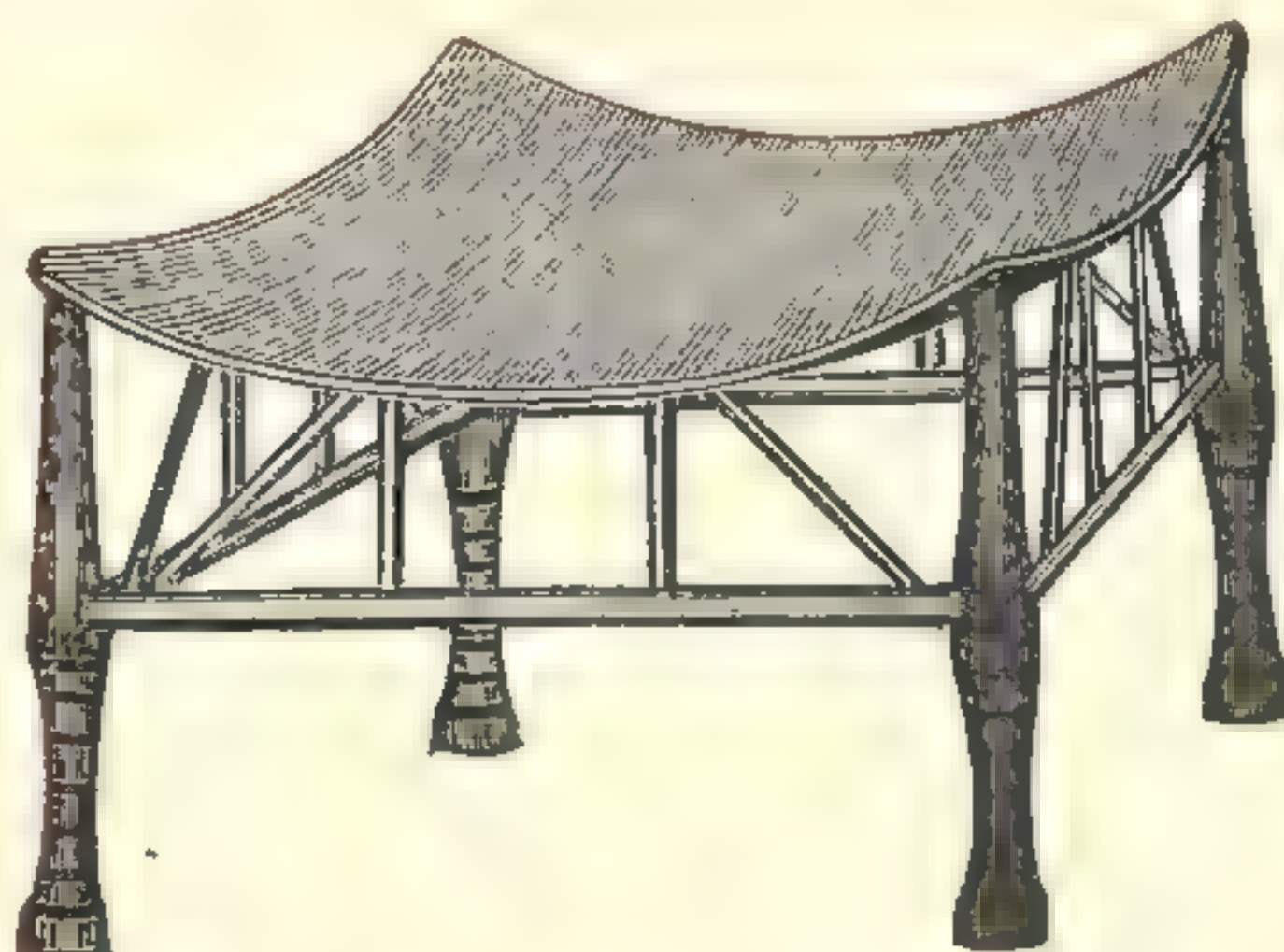
Choice of Oak, in polished Golden Oak finish, or Birch with polished Mahogany finish. Upholstered with checked Velour, in Crimson, Tobacco Brown or Olive, stuffed with best tow. Seat is 21 in. wide between arms, 22 in. long, and 18 in. from floor. The reclining back measures 27 in. from seat to top of head-rest. Chair has amply adjustable foot-rest, 13½ in. high, and when it is hidden beneath the seat becomes a spring Rocker of handsome design.

### **India Seat.**

**Given for one Certificate.**

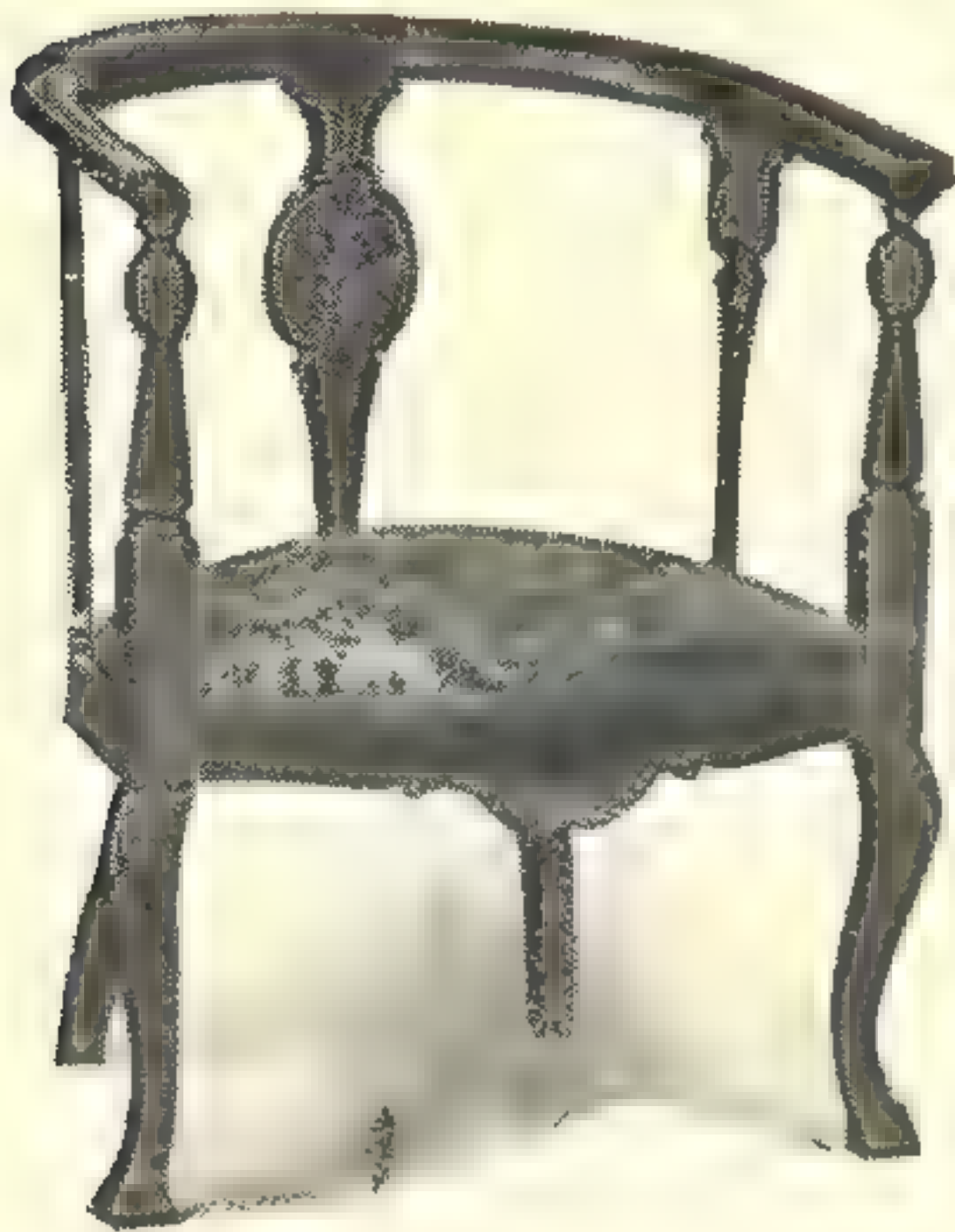
It has a solid concave top—no slats—of gloss-finished five-ply veneer. Seat is 16½ in. square. Corners are 14 in. high, center depressed 3 in.

Choice of Golden Oak or imitation Mahogany. Strongly made, but light and graceful.





### Parlor Chair No. 95.



Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

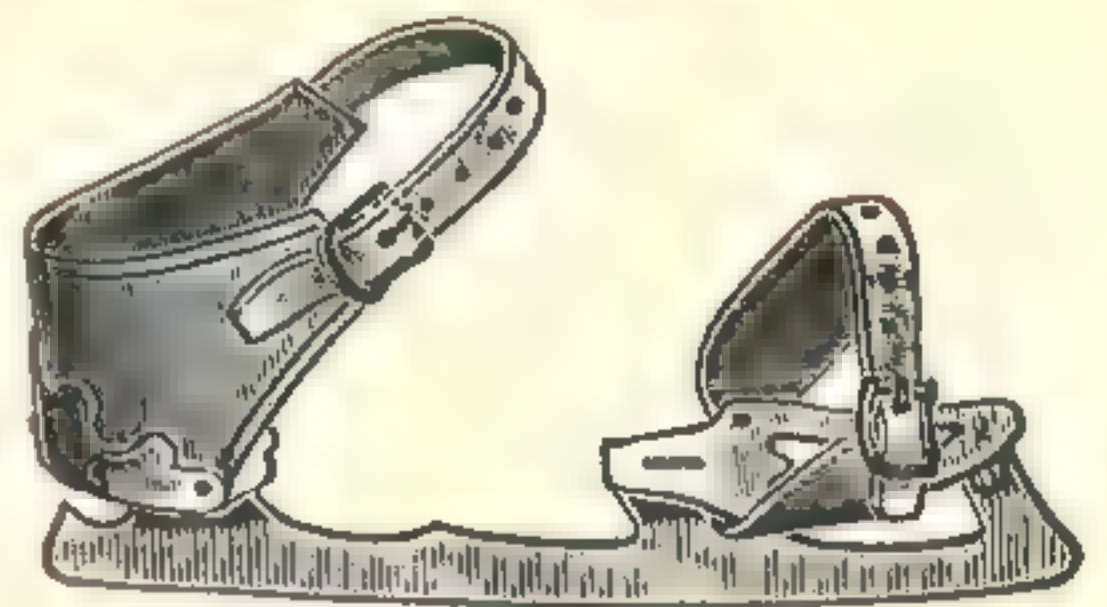
A new and graceful pattern; full spring-seat. Choice of Red or Green Silk Damask covering. The French legs and back panels are beautifully hand-carved; moulded arms. Height of seat from floor, 15 in.; back, 16½ in. Highly polished Birch frame, Mahogany finish.

### Barney & Berry's Ice Skates.

One pair given for one Certificate.

Man's Nickeled  
Lever Skates.

Upper parts of crucible steel; blades of cast steel, polished. Light, strong and durable. Sizes, 8 to 12.



Woman's Skates. Russet-leather heel- and toe-straps. Foot- and heel-plates of crucible steel; blades of cast steel, polished. Sizes, 7 to 10½.

### Chautauqua Couch No. 25.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.



Couch is 25 in. wide; 6 ft. long; has 24 double conical, extra-tempered springs; spring-seat and spring-head; hardwood slats

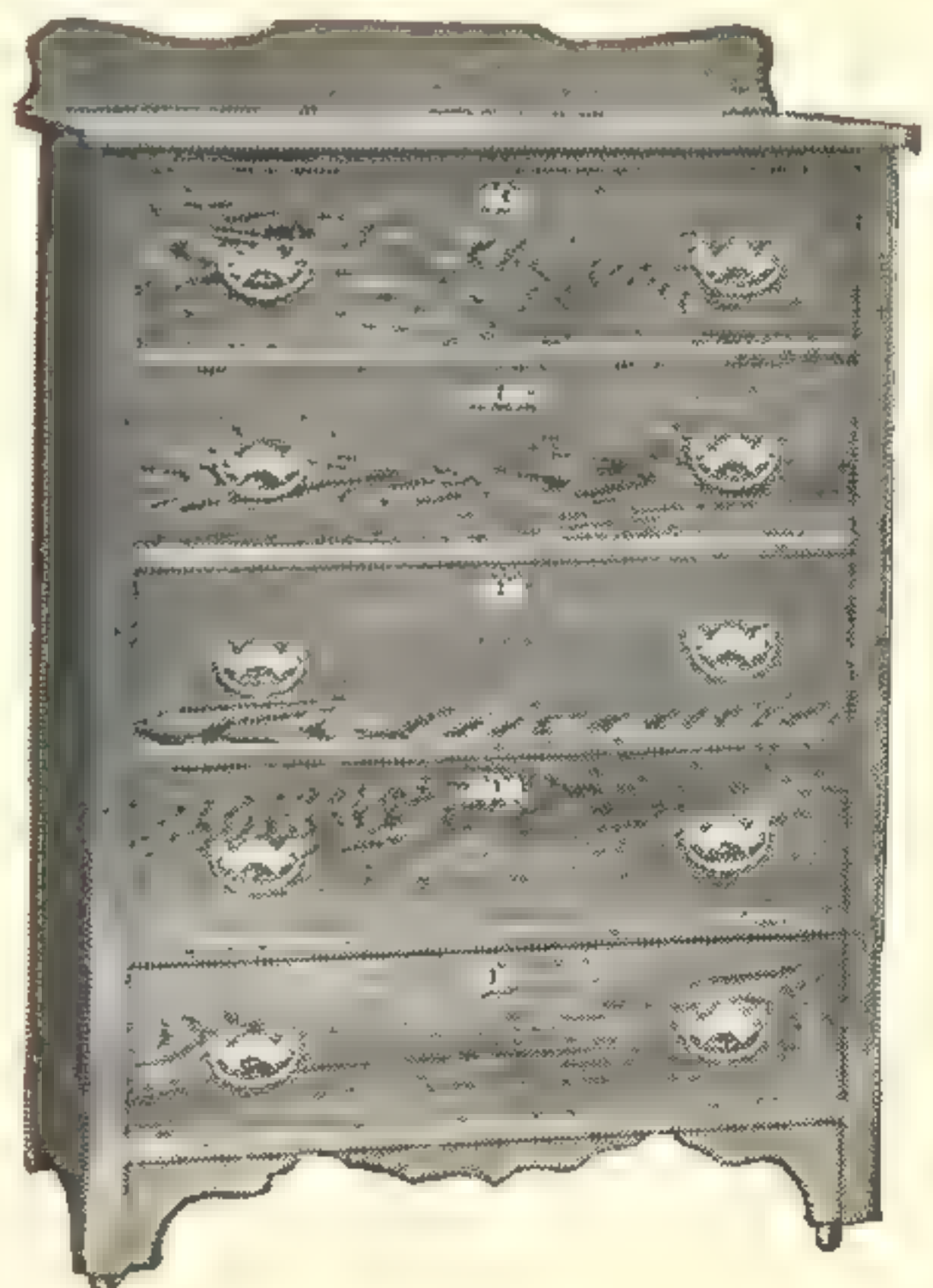
and frame; good casters. Filled with extra coarse tow with cotton top. Heavy white ducking over springs.

Choice of Corduroy or Velour cover, plain or figured (in five tones), in Myrtle-green, Crimson, Brown or Blue; 7-in. fringe to match. Couch is extremely durable; will withstand rough usage.

### Oak Chiffonier No. 5.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Made of Oak in Golden Oak finish. It is 51 in. high to top of back, 34 in. wide, 17¾ in. deep, and has five drawers, each 14 x 29 in., 6½ in. deep. Casters.





## John Bromley & Sons' Duchess Smyrna Rugs.

One Rug given for three Certificates.

Two Rugs given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.



Size, 36 x 72 in.

High-grade, durable, reversible all-wool Smyrna Rugs. Nothing adds more to the furnishings of a home than beautiful rich rugs.

Choice of twelve high-class Oriental (set) designs, in subdued colorings, and six bright and light Floral designs. In each Rug the fringe matches the prevailing color.

Order by number. If you leave choice to us, we will send Oriental designs as being the more artistic.

We cannot exchange Rugs for other patterns except at purchaser's expense both ways.

NO.

### ORIENTAL DESIGNS:

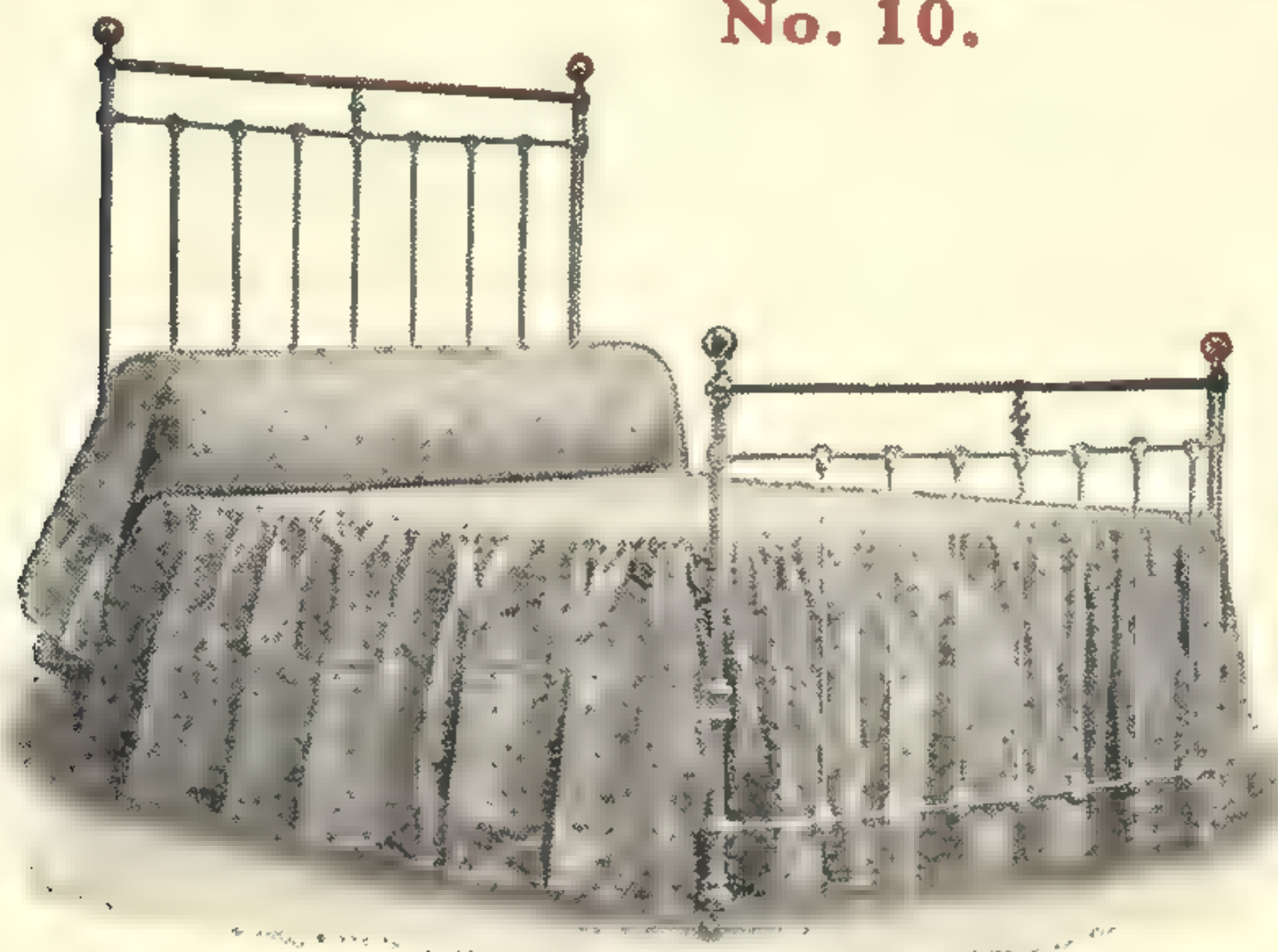
- 99. Crimson ground, ecru medallion, green border.
- 104. Crimson, ivory center with gold wreath ; figured border on ivory ground.
- 117. Rich deep red, small pine figures.
- 118½. Dark blue, with old-red, olive and gold broken panel. Persian.
- 123. Dark red, cashmere ; panels in blue and green, ivory border. Like illustration.
- 146. Indian-red ground, all-over effect in olive shades.
- 163. Tan damask ground, jewel figures and olive medallion center.
- 190. Green all-over Persian figure. Green border with ivory band.
- 196. Persian all-over, shaded red, olive and blue figures.
- 226. Shaded Nile green, border terra-cotta and green.
- 286. Navy blue, Persian figures, old-red border.
- 291. Pink ground, Nile and shaded pink panel.

### FLORAL DESIGNS:

- 70. Red damask center, shaded green margin with Nile and camel figures.
- 102. Ecru ground with pink roses.
- 120. Begonia leaves, in gold Moresque ground.
- 158. White on tan ground, rococo, panel effect.
- 200. Red, ivy-leaf border on dark camel.
- 225. Green, damask, red roses, gold border.



## White Enameled Steel, Brass-Trimmed Bed No. 10.



Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Choice of Bow-foot or Straight-foot.

The Bed is 6 ft. 6 in. long, including posts. Bow-foot adds 3 in. Choice of three widths, 4 ft.

6 in., 4 ft. or 3 ft. 6 in. Head, 4 ft. 11 in. high; foot, 3 ft. 2 in. high. Corner posts are 1 in. in diameter. Weight, 65 lbs.

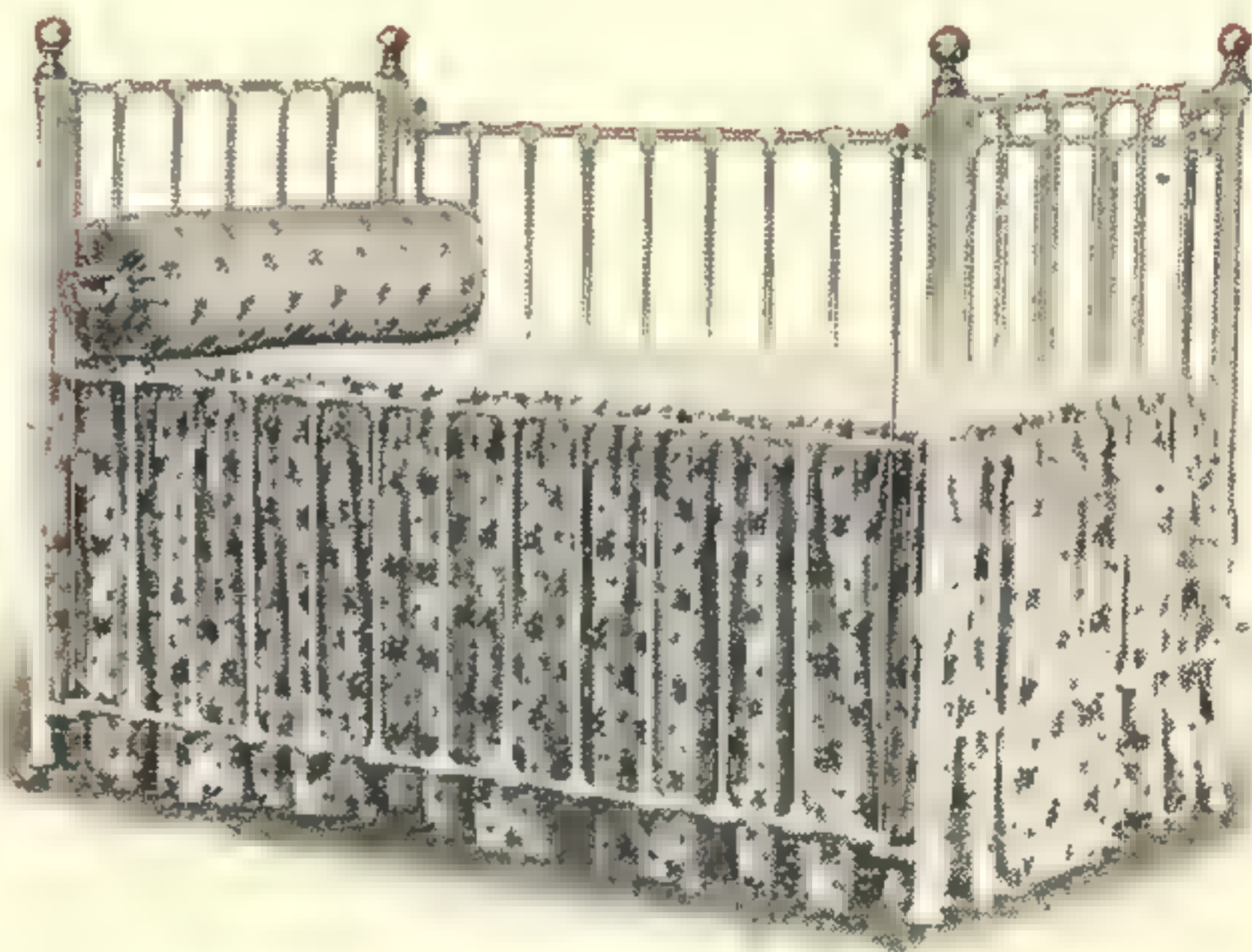
Metal beds add beauty and cheerfulness to the chamber, while they convey a delightful feeling of cleanliness that invites repose. They harmonize perfectly with furniture of any wood or style, and their airiness gives a roomy effect even to small chambers. Are very strong and will last a lifetime. All castings are malleable iron and will never break. Smooth joints. All steel parts have three heavy coats of enamel baked on. Ball-bearing casters. Any rigid-frame wire mattress or spring may be used.

Brazed brass top-rod at head and foot, and heavy brass, gold-lacquered trimmings. Height from floor to side, 15½ in.

## Security White-Enameled, Brass-Trimmed Crib.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Called the "Security" because it is quite impossible for a child to get out unassisted. The uprights are 4¼ in. apart, so close together that Baby cannot get his head through. The sides slide up and down on brass rods and can be easily lowered as shown in illustration. All materials



of the same high grade used in our White Enameled Steel Bed.

The Crib is 4 ft. 6 in. long, 2 ft. 6 in. wide, 39 in. high. Height from spring to top of side, 19½ in. Is provided with a woven-wire steel-frame spring of fine mesh; detachable casters.

**SECURITY CRIB, ENAMELED BABY BLUE OR PINK.** Given for six Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$11.00; or free with \$12.00 worth.

Special sizes, not varying over 6 in., \$1.50 additional.



## Devonshire White Crocheted Bed-Spread No. 1.

Given for one Certificate.

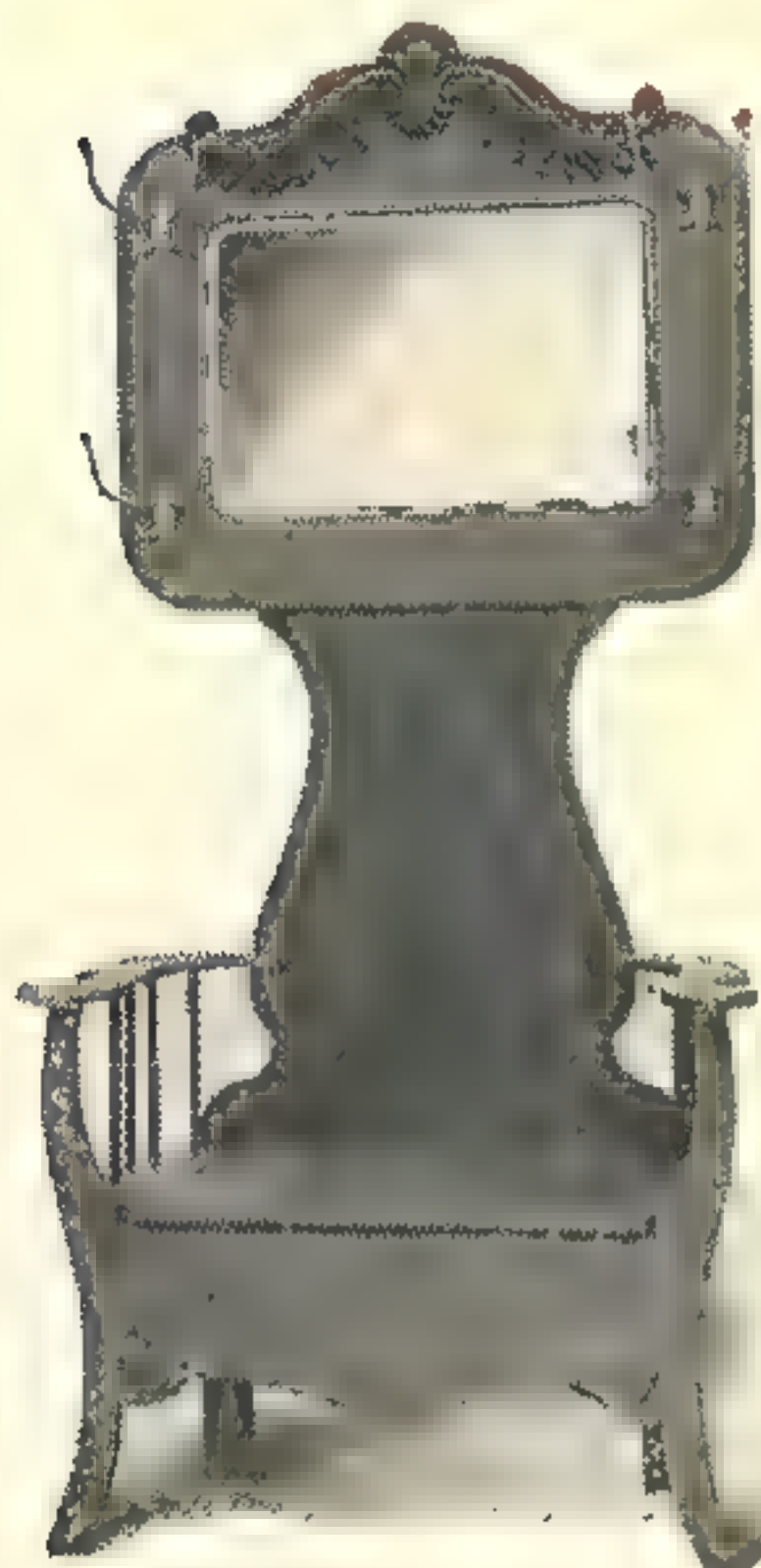
Size, 74 x 88 in. Both warp and filling of three-ply fine yarn. A modern design; hemmed, ready for use.



## Quartered-Oak Hall Rack No. 510.

Given for ten Certificates; or with \$10.00 worth of Larkin Soaps and Products, for \$15.00; or free with \$20.00 worth.

In this Hall Rack and Seat, we present a piece of furniture of exceptional merit. Rack is 6 ft. 5 in. high; 36 in. wide; finish, a hand-polished Golden Oak. Large, comfortable seat, 32 in. long, 16 in. deep and 17 in. from floor, with box 5½ in. deep for rubbers; graceful, shaped arms, 10½ in. high. Pattern French beveled-plate mirror, 16 x 24 in. Four double brass hooks. Brass umbrella-holder.

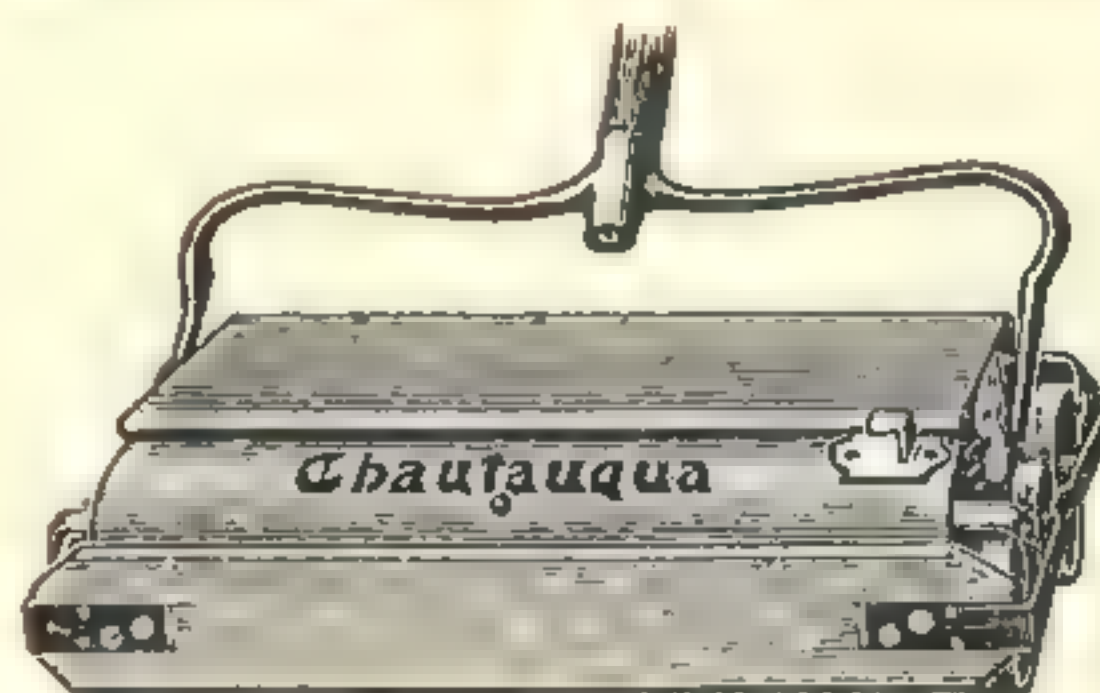


## Chautauqua Carpet-Sweeper.

Given for two Certificates.

We offer the best Sweeper made; handsome, and has all that has yet been invented to add utility.

Brush easily adjusted by amount of pressure on handle. Noiseless; oils itself; not easily clogged up by thread, hair, etc.; handle always stays tight. Rubber furniture protector; bristle brush. Dump will not empty one side on your dress. Old English Oak, hand-polished, with nickeled trimmings.



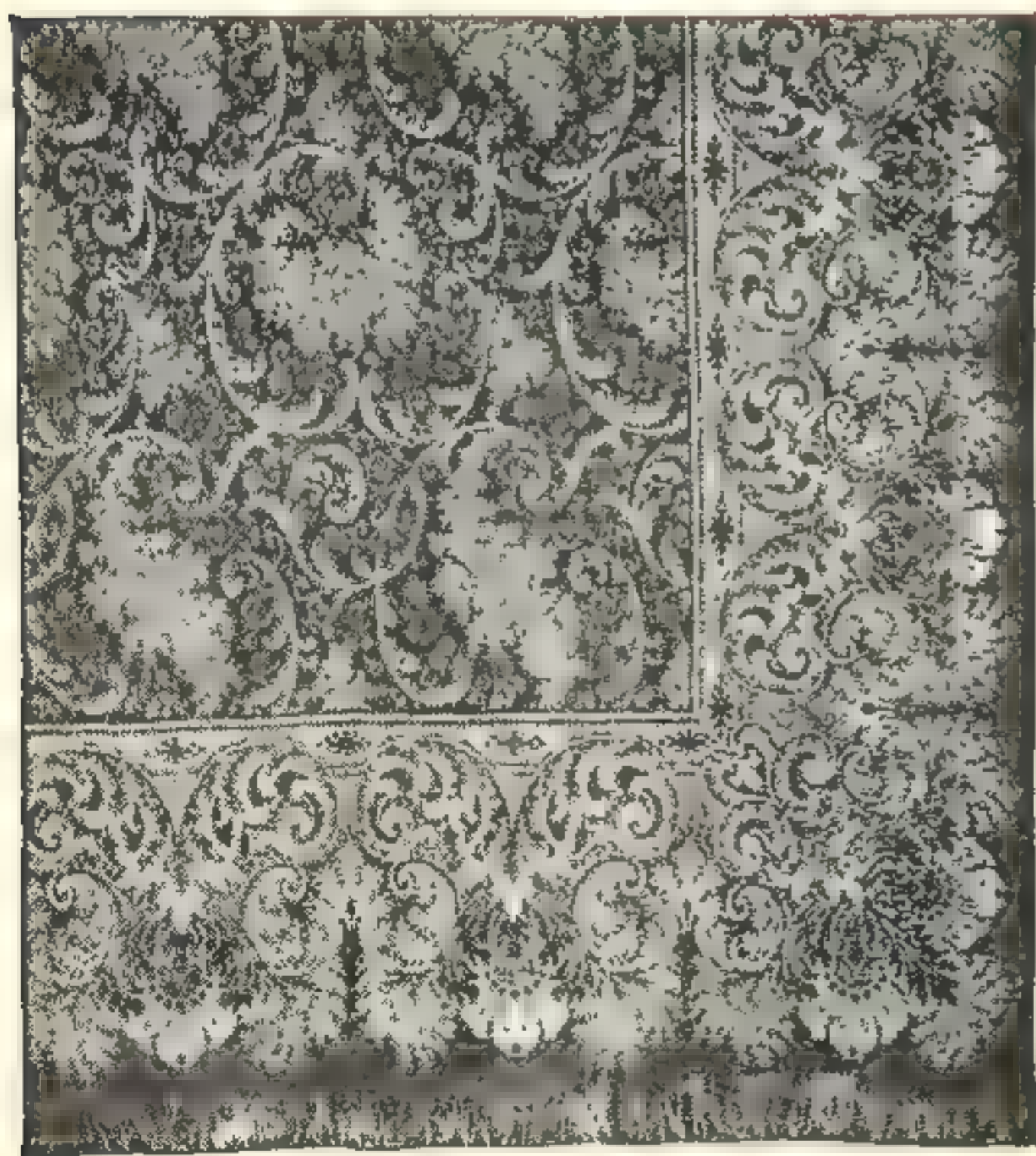
## All-Wool Ingrain Art Square.

Given for five Certificates; or free with \$10.00 worth of Larkin Soaps and Products.

Size, 9 x 9 feet. Extra superfine reversible Art Square, fringed on two ends, woven in one piece with border all around. Every thread, warp and filling, is all wool and colors are permanent.

Choice of five beautiful quiet patterns in well-selected medium colors. (Order by number): No. 1, imperial-green with white rococo figure; No. 2, olive green with gold scroll; No. 3, bright red with light floral figure;

No. 4, medium brown relieved with light scroll; No. 5, dark Moresque with small olive green scroll.





## Four Musical Instruments.

**One given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.**

Our instruments are guaranteed to be perfect and first-class in every respect.

**GUITAR.** Selected Quarter-sawed Oak, or Birch finished imitation Rosewood ; Spruce top ; piano polish. Ivory celluloid edges and sound-hole inlaid with fancy-colored purfling. Mahogany-finished neck. Silk strings.

**MANDOLIN.** Selected Rosewood ; 20 ribs, Spruce top, Rosewood heel and sides ; fancy celluloid and purfling inlaid edge. Mahogany-finished neck. Pick. Guitar and Mandolin have American machine head, Ebonized fingerboard, with German-silver frets, pearl position-dots, and metal tail-piece. Winner's instruction book, 60 pieces music.

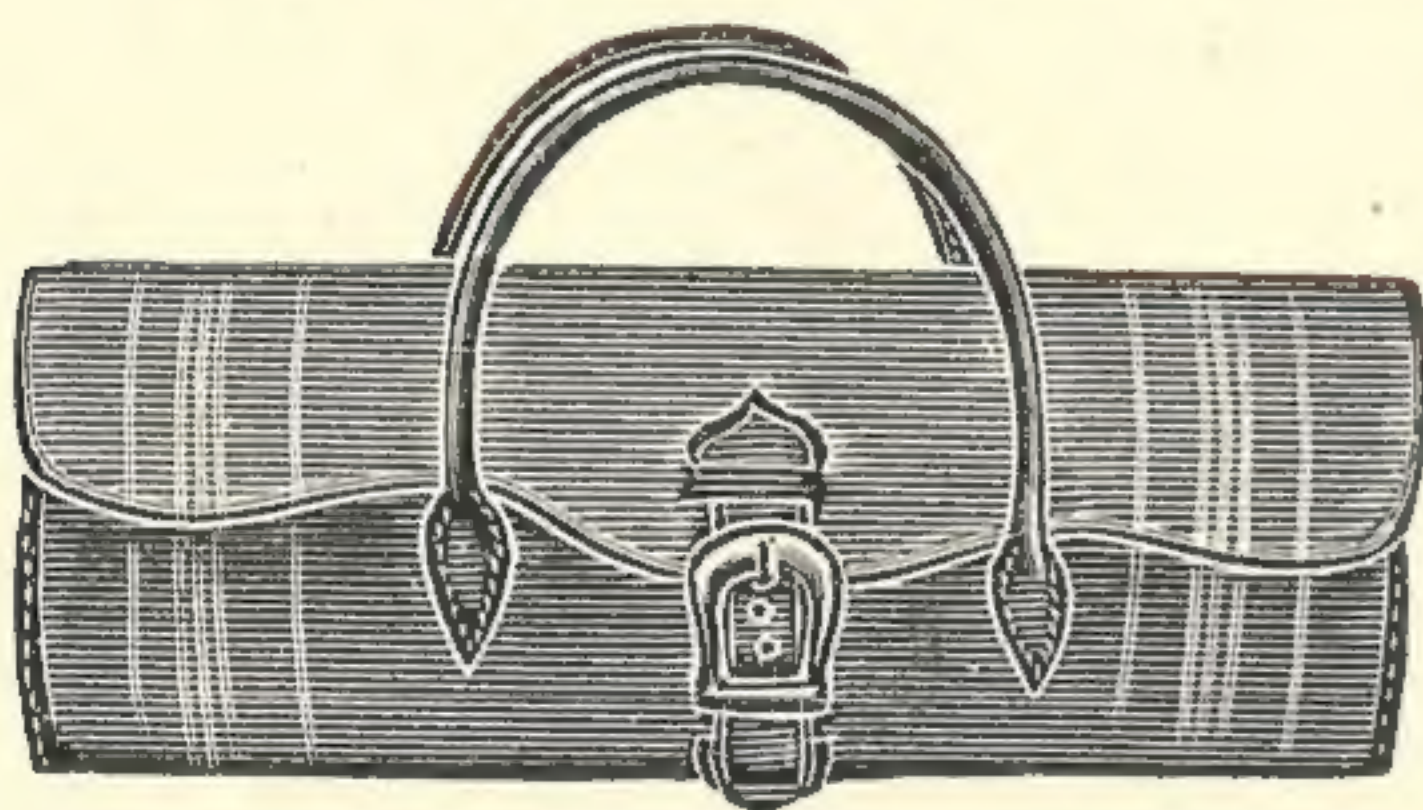
**LYON & HEALY BANJO.** Shell, 10½ in. Nickel-plated, wood-lined ; 19-in. Birch neck ; 22 German-silver frets. Rosewood fingerboard, pearl position-marks. Finest calfskin head. A full three-octave instrument. Warner's *Self-Instructor*.

**VIOLIN.** A Stradivarius model, of selected rich amber-brown Maple, highly polished ; Ebony tail-piece and fingerboard ; Maple bridge. Bow, Wood Case, extra strings, rosin, White's *Excelsior Method*.

## Leather Music Bag.

**Given for one Certificate.**

Especially constructed to carry sheet music or flexible-covered music books. Better than roll, because it protects the ends of the music.



Made of fine, heavy, grain Leather, with ends stitched in

and two leather handles stitched on. Leather strap ; nickel buckle. Choice of Black or Tan.

Size, 15 in. long, 6 in. wide, 3 in. deep. Mailed, if 16 cts. is sent for postage.

## Chautauqua Palace Lamp No. 5.

**Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.**

The body and globe are made of Cerise (bright Cherry) glass with a satin finish ; produces a soft, filmy, dream-like effect. This color in glass has been counted a lost art. Thirty (30) in. high with globe 10 in. in diameter. The burner is the Royal central-draft, which gives a perfect light for any purpose. Fine spelter foot. Complete, ready for use.

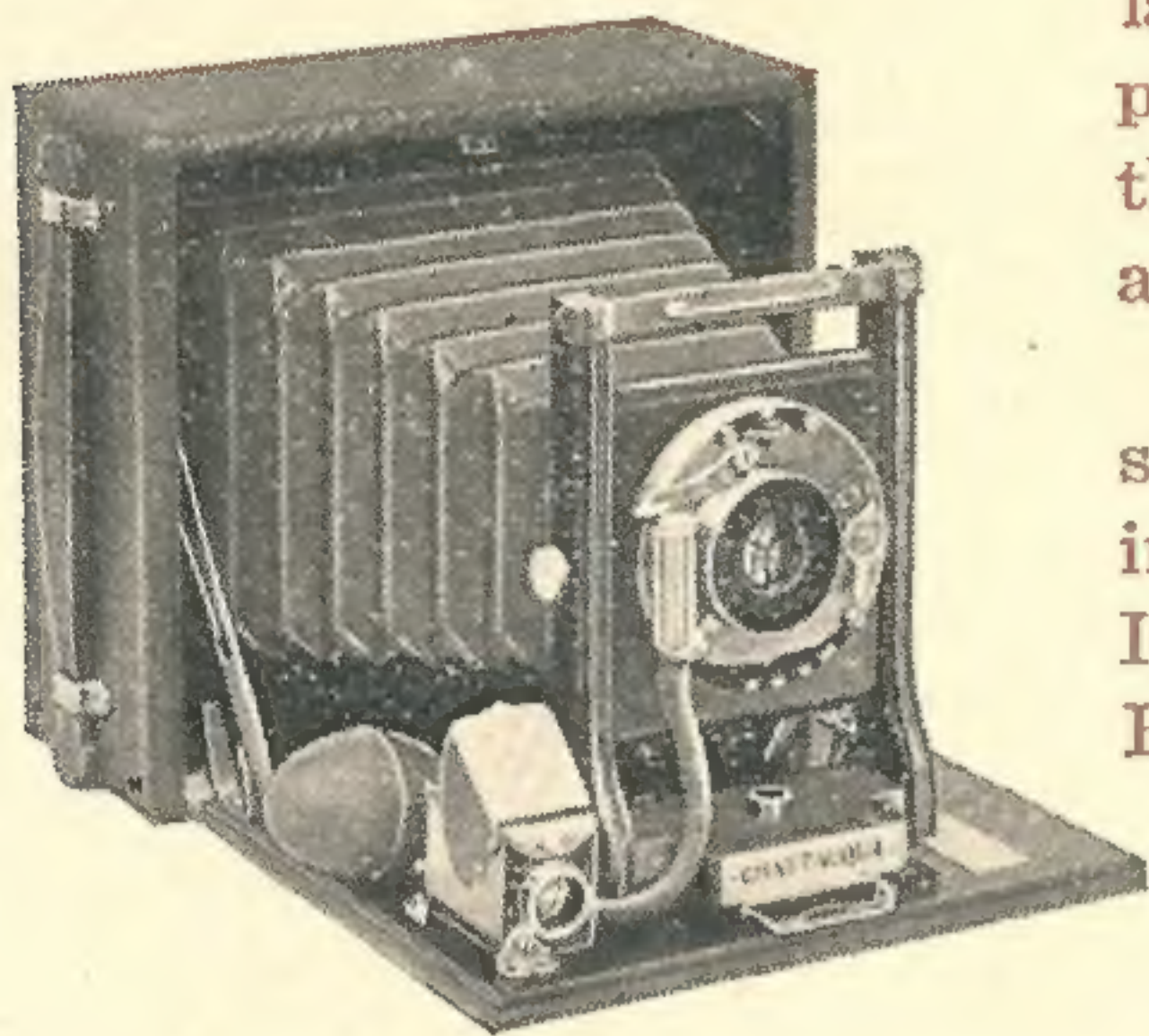
**GLOBE ONLY.** Given for two Certificates. Sold for \$2.50.





## Chautauqua Folding Camera No. 5.

Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.



Makes a finished picture 4 x 5. The latest improved up-to-date Camera, complete, compact and convenient ; folds into the small compass of 2½ x 5½ x 6½ in., and weighs 2 lbs.

Camera has a very finely corrected single achromatic Wollensak lens, fitted in a pneumatic self-setting shutter, with Iris diaphragm, arranged for three speeds. Both bulb-and-tube and finger release.

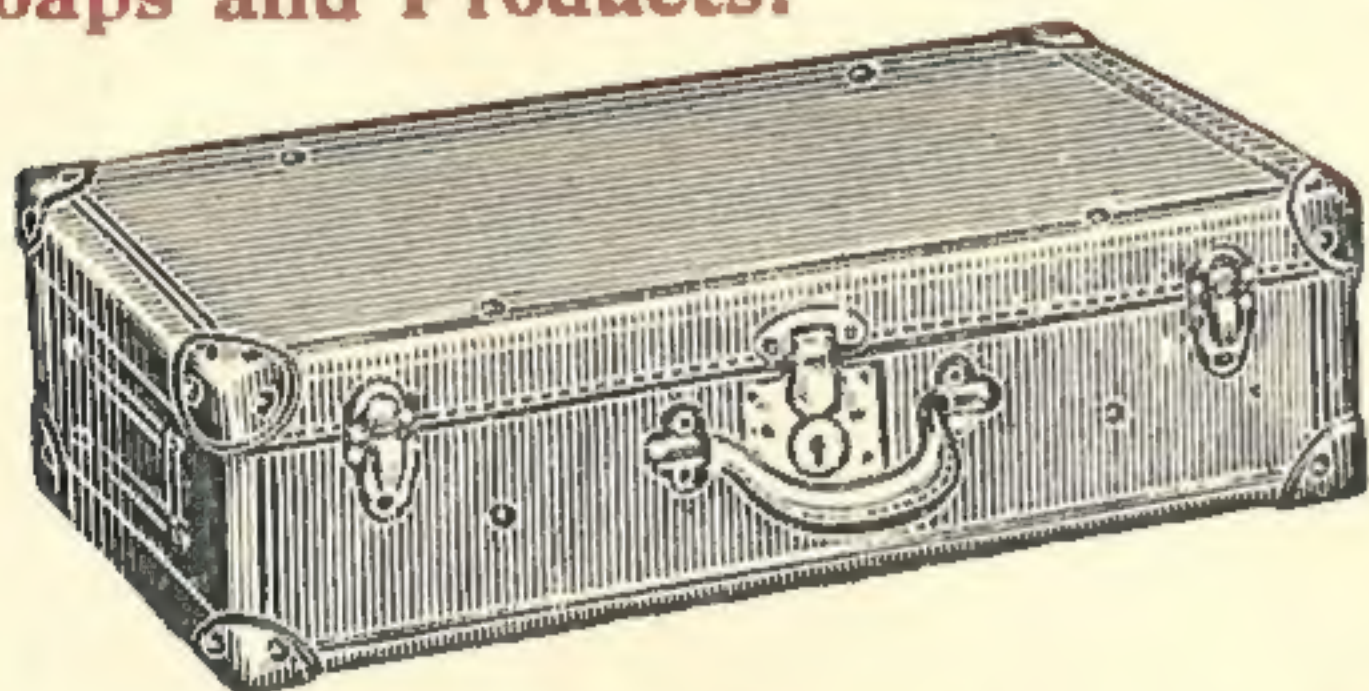
Lens holder has mortised wood supports with nicked brace across top and automatic focusing lock. The front, containing lens and shutter, can

be raised or lowered, and is fixed by a set-screw. The leather-handled case is covered with a fine black seal-grain leather ; handsome real mahogany woodwork with polished finish ; nickel-plated trimmings ; red leather bellows. Detachable back, with door and ground-glass for focusing. Piano hinge. A brilliant, reversible hooded finder and two tripod-sockets complete the equipment. One double plate-holder and a complete instruction book free with each Camera.

The retail price of an equivalent of this Camera is \$12.00.

## Sole-Leather Suit-Case No. 5.

Given for five Certificates ; or free with \$10.00 worth of Larkin Soaps and Products.



A Suit-case is convenient, occupies small space, and the contents are easily accessible.

Made of heavy Russet Sole-leather on two steel frames ; pressed leather corners ; strong, moulded round handle ; polished brass spring-lock and

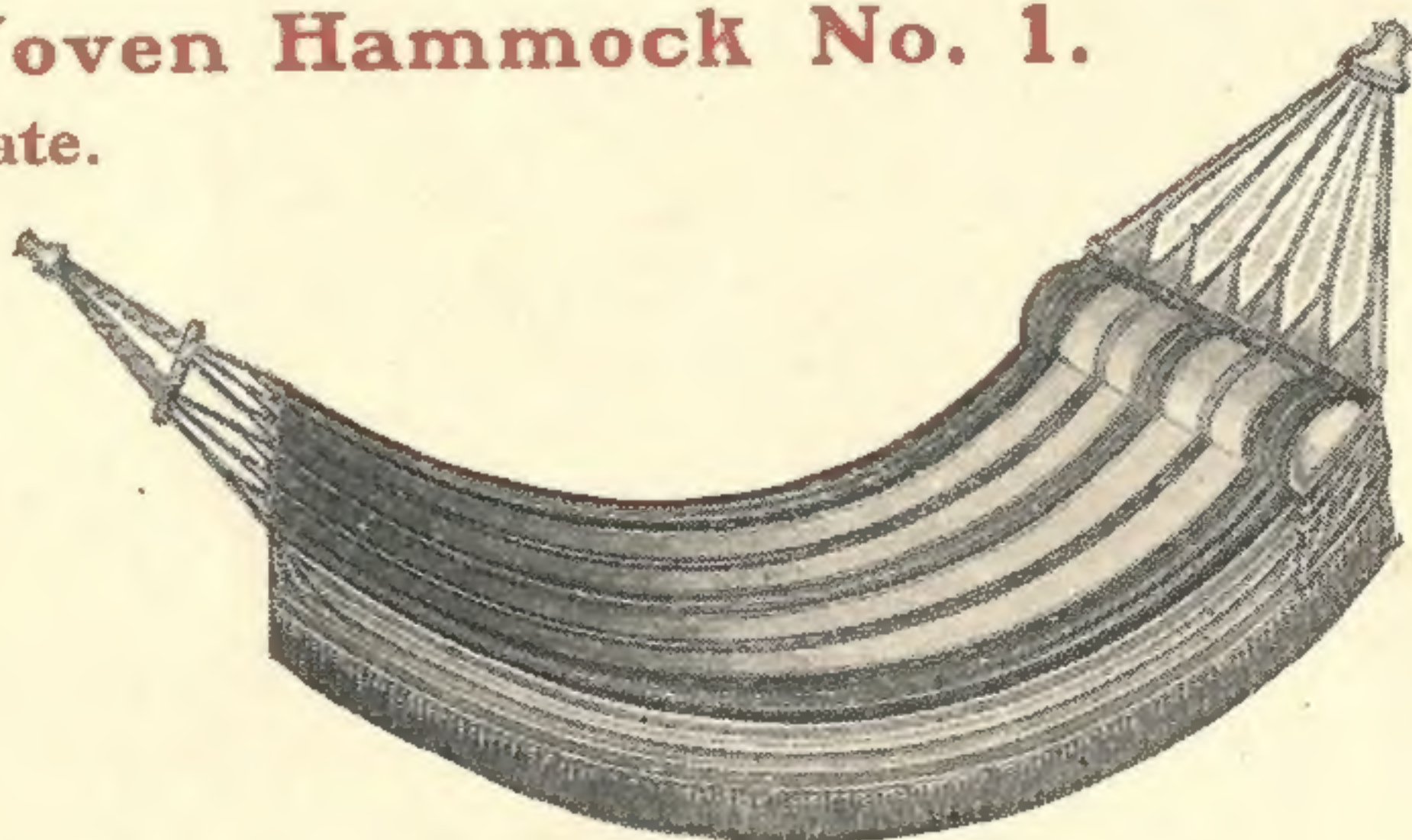
catches and straps ; large brass rivets on bottom ; copper-riveted brass hinges. Lined with imported Holland linen ; has leather-bound shirt-fold in cover and small leather-bound pocket in each end ; inside straps with brass buckles. Well and carefully made in every particular. Size, 24 in. long, 13½ in. wide and 6½ in. deep.

## Canvas=Woven Hammock No. 1.

Given for one Certificate.

Made of highest grade of Cotton canvas weave, in pleasing bright colors. Guaranteed strong and perfect.

It is self-adjustable and never "turns out" the occupant. Complete with pillow and beech-wood spreader, as illustrated. Size of bed, 35 x 77 in. ; 12-in. valance.





# ***THE LARKIN CLUB-OF-TEN***

***How to Get the Larkin Soaps and Premiums  
WITH A DOLLAR A MONTH***

***The Highest and Most Popular Development of the Larkin Idea***

**T**HE Larkin Club-of-Ten enables each of ten families in ten months easily to obtain \$10.00 worth of Soaps and a Larkin Premium, and secures to the Regular-Customer organizer, the present-for-cash and a Certificate Premium for each Cash order.

The organizer acts as the Club's Secretary, and to secure Certificates and present-for-cash on orders must countersign them. Once each month or oftener, an order is sent to us on our order-blank ; to establish each Club-member as a Regular Customer entitled to secure Certificate Premiums for future orders, it must be signed by the member of the Club who is chosen in advance to secure the Larkin Premium, and this member should pay the freight on the shipment with which he receives his premium.

The Soaps and the payments are equally divided. Every case will be packed as ordered. At the end of ten months, each member will have paid the Club ten monthly payments of \$1.00 each and the freight charges on one shipment, and will have received \$10.00 worth of Soaps and a Larkin Premium.

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## ***OTHER WAYS TO OBTAIN LARKIN PREMIUMS.***

**A \$10.00 Premium** free is obtained by families who buy \$10.00 worth of Larkin Soaps and Products for their own use—a year's full supply laid in to season and improve with age.

**A \$10.00 Premium** free is earned by young and old, by selling among near neighbors a \$10.00 assortment of Larkin Soaps and Products. Many thousands of young people have acquired their first knowledge of practical business in earning a Larkin Premium.

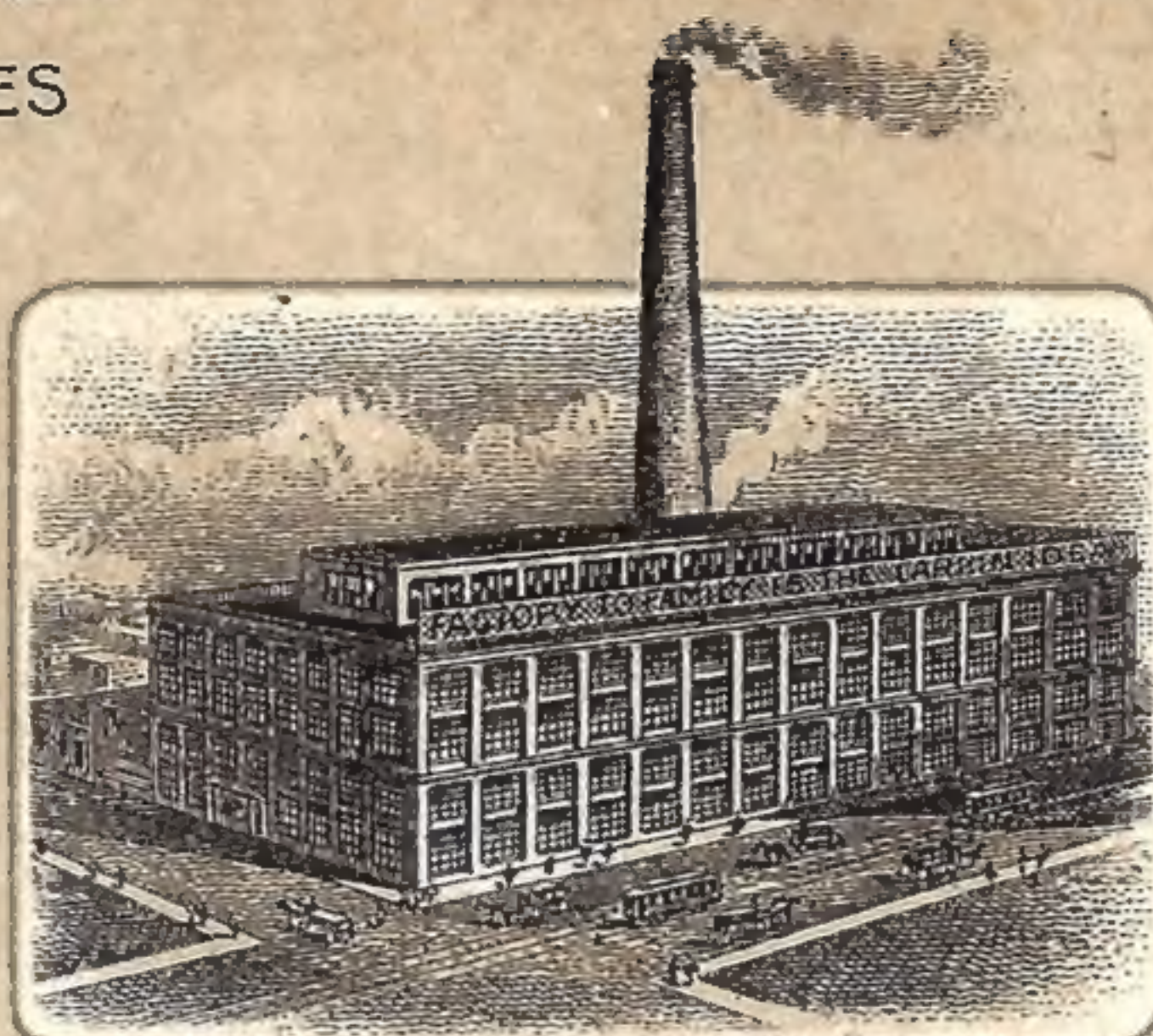
**\$10.00 in cash** may be earned by selling \$20.00 worth of Larkin Soaps and Products obtained for \$10.00, where the Premium is preferred in Soaps, etc.



# Larkin Co.

FACTORIES LABORATORIES  
AND  
GENERAL OFFICES,  
**BUFFALO, N.Y.**

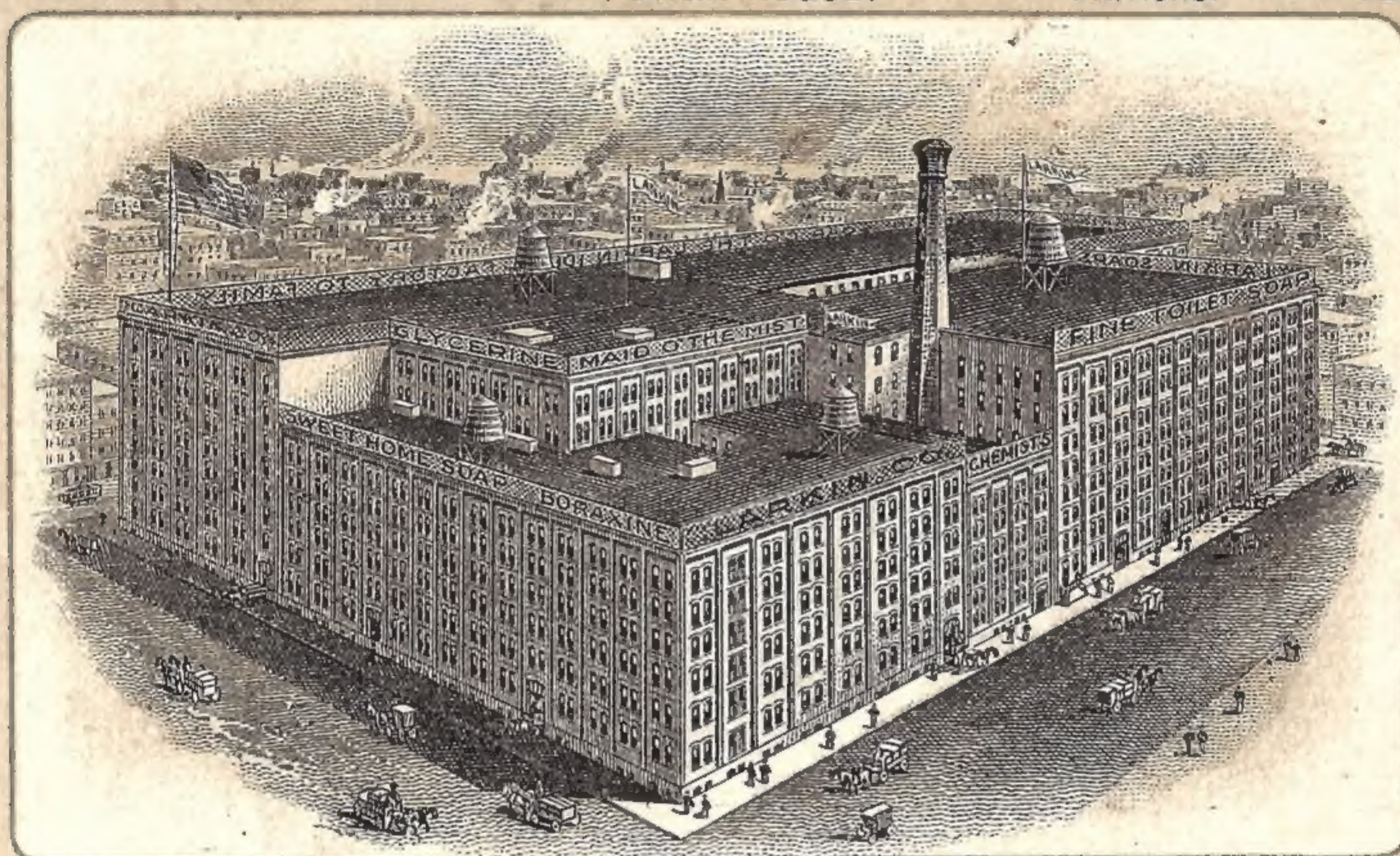
OVER  
TWENTY-NINE ACRES OF FLOORS-  
STILL GROWING.



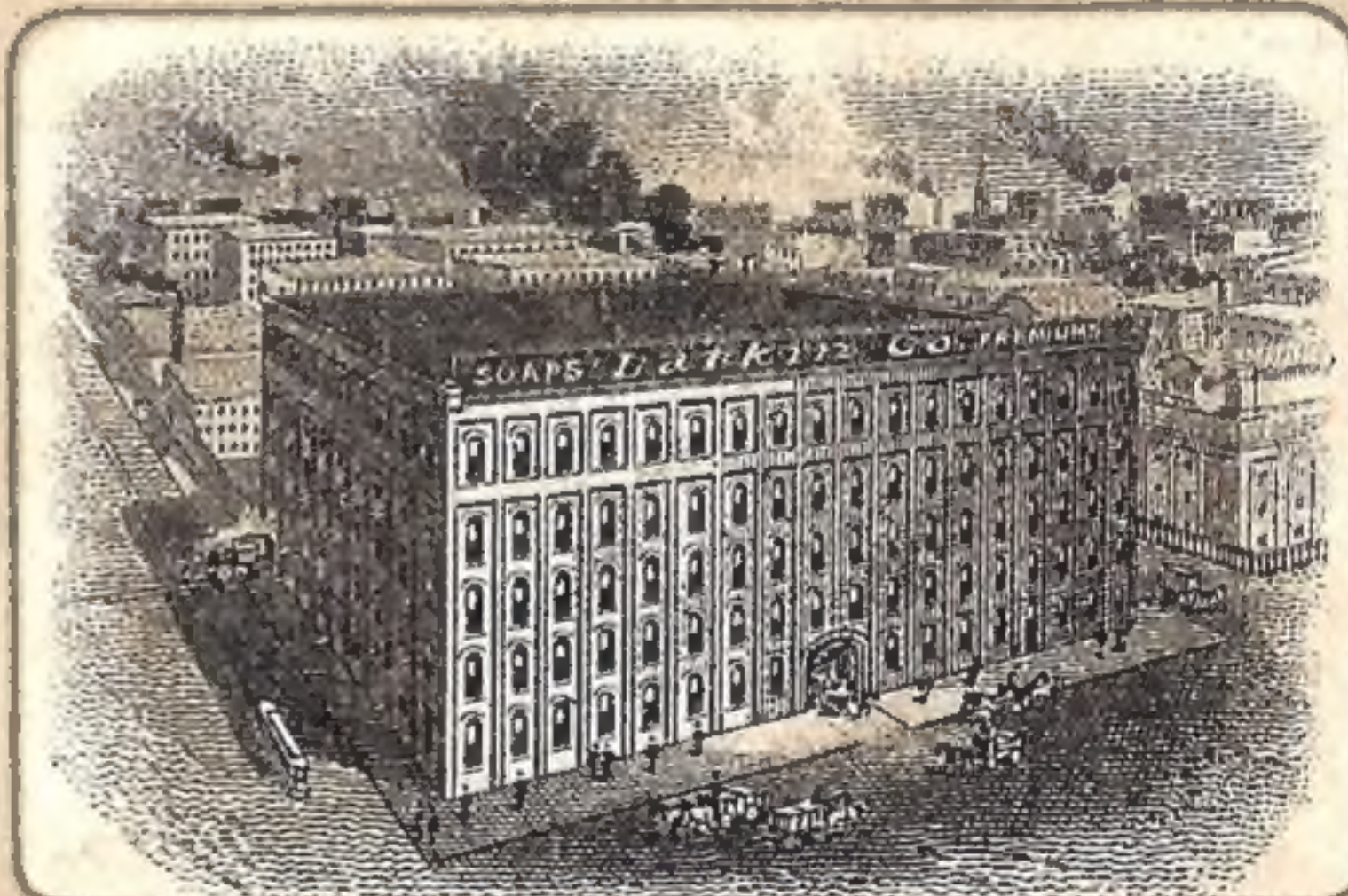
TEN THOUSAND HORSE-POWER  
POWER-HOUSE.



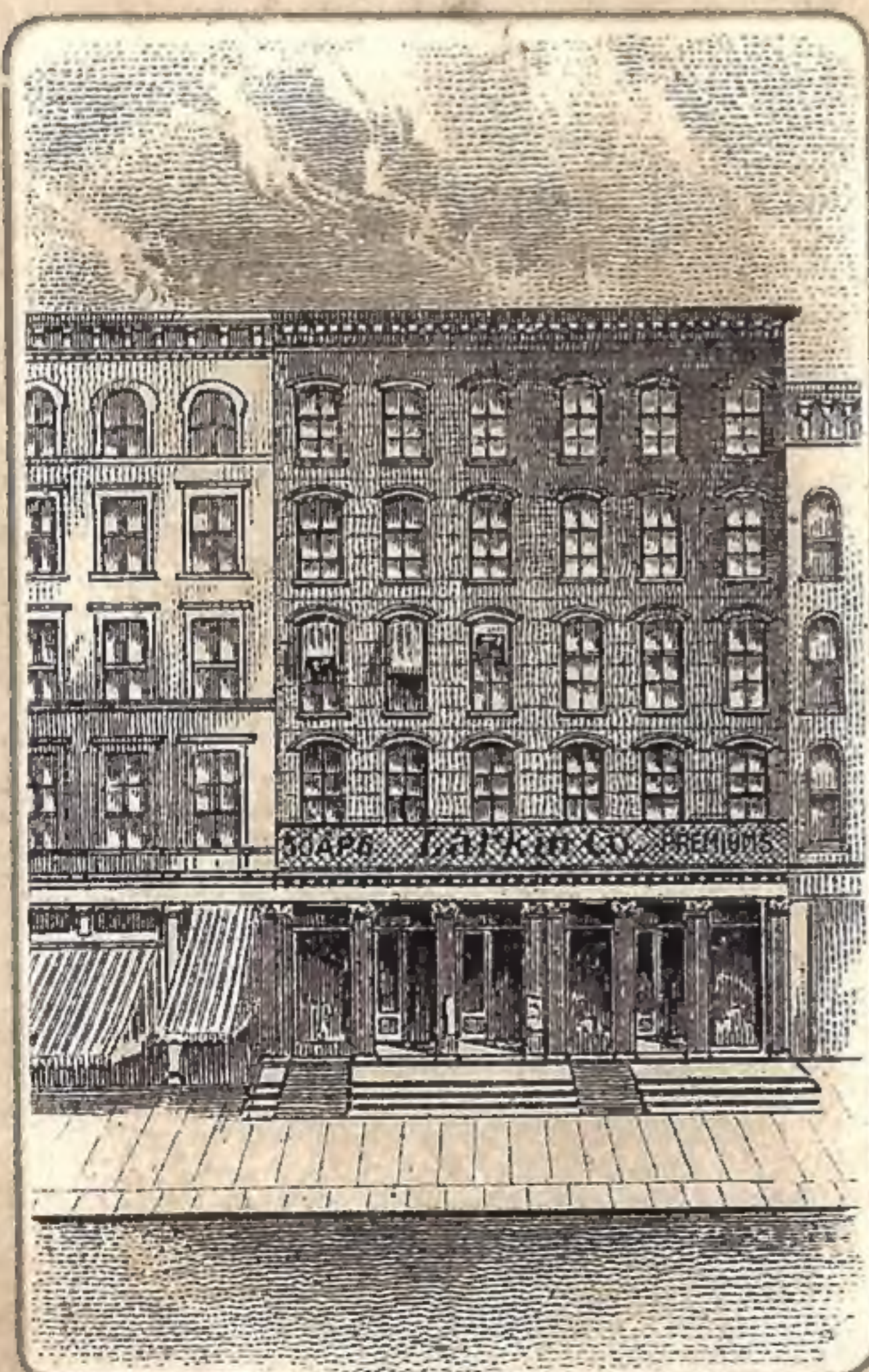
BRANCH FOR WEST OF MISSISSIPPI  
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THE ONLY GREAT SOAP WORKS IN THE WORLD DEVOTED TO CO-OPERATION WITH CONSUMERS.  
OUR ENTIRE PRODUCT GOES DIRECT FROM FACTORY TO FAMILY WITHOUT TRIBUTE TO MIDDLEMEN.



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